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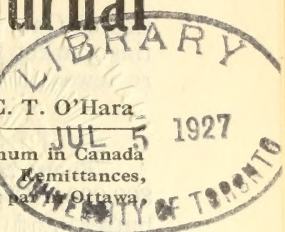
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MARKET IN CZECHOSLOVAKIA FOR PROVISIONS

TRADE COMMISSIONER L. D. WILGRESS

Hamburg, June 1, 1927.—Flour and grain comprise the great bulk of the present Canadian exports to Czechoslovakia, but the republic also offers a limited market for certain other kinds of food products which Canada is in a position to supply.

RESTRICTED OPENINGS

In general, Czechoslovakia is self-supporting with respect to most agricultural products. Normally there is a considerable exportable surplus of sugar, barley, oats, potatoes, fruits, hops, alcohol and beer, while the output of dairy products, eggs and poultry nearly covers domestic requirements. The only agricultural products which Czechoslovakia usually requires to import in any quantity are bread grains, meats and fats. In the case of the last two commodities the normal annual deficiency amounts to around 10,000 tons of meat and 43,000 tons of fats.

Under these circumstances, bread grains and products milled therefrom are the only staple agricultural products in which Canada can hope to do a large business with the Czechoslovakia market. On the other hand, limited openings are presented for the sale in this market of a number of other Canadian food products, including specialties not produced in the republic. At present the only Canadian foodstuffs, besides flour and grain, being sold in Czechoslovakia are cheese, canned lobsters, canned salmon, and canned fruits, while small quanti-

ties of Canadian lard, butter, dried apples and fresh apples occasionally reach this market from Hamburg. The trade in these and other food products will be reviewed in the following sections of this report.

DAIRY PRODUCTS

There are some 800 dairies in Czechoslovakia utilizing annually about 800,000,000 gallons of milk. The total value of the annual output of milk, butter, and cheese is estimated at \$90,000,000. Nevertheless Czechoslovakia requires to import a certain amount of dairy products.

Butter.—The butter imports into Czechoslovakia are not very large, having amounted in each of the last two years to around 10,000 hundredweight. On July 14, 1926, the duty on butter was increased to 210 crowns* (\$6.30) per 100 kg. (220 pounds). This will probably serve to restrict importations, but up to the present this has had no appreciable effect.

The chief sources of supply for the butter imported into Czechoslovakia are Denmark and Holland. Only small quantities of overseas butter have been imported. Canadian butter could be sold to Czechoslovakia through the Hamburg market, when the price is competitive. There would be no advantage in developing a direct trade with Czechoslovakia in Canadian butter.

The Czechoslovak trade statistics show a total import of butter in 1925 amounting to 11,892 cwt., of which 7,325 cwt. came from Denmark and 2,266 cwt. from Holland. The small quantity of 63 cwt. was given as having been imported from New Zealand and a further 49 cwt. from Hamburg, a part of which probably consisted of overseas butter. In 1926 the total imports of butter amounted to 10,572 cwt., Denmark and Holland again supplying the largest quantities. Of the above total, 3,598 cwt. were imported in the last five months of the year after the increased duty had been imposed.

Cheese.—Importations of cheese into Czechoslovakia are also not very large and are chiefly comprised of the special kinds of Swiss, Italian, Dutch, and French cheeses, which are not successfully produced in the republic. Total imports in 1925 amounted to 17,736 cwt., of which 13,161 cwt. were supplied by Switzerland, while in the same year 80,309 cwt. were exported from Czechoslovakia. A total of 28 cwt. were given as having been imported from Canada and 69 cwt. from the United States. Imports from Hamburg in 1925 amounted to 95 cwt. In 1926 the total imports of cheese amounted to 19,624 cwt. and exports to 77,154 cwt.

Canadian compressed cheese wrapped in tinfoil and packed in 5-pound boxes has been introduced into Czechoslovakia since 1924. At first sales were fairly satisfactory, but the volume of business has never approached that secured for this kind of cheese in Germany. Not only is there a large domestic production in Czechoslovakia, but Canadian compressed cheese is subject to luxury tax in addition to a fairly high rate of duty.

At present it is reported that the sale of Canadian compressed cheese in Czechoslovakia is declining as the price is too high compared with other kinds of cheese on the market. Leading provision agents in Prague stated that they considered the cheese business too competitive, since even the Swiss Emmenthaler make of cheese was being sold at cost and there were too many makes on the market. In view of the large output of cheese in Czechoslovakia, the only opening for the imported product was in the case of special makes.

Canadian compressed cheese has been distributed in Czechoslovakia chiefly by Hamburg firms, most of whom have sub-agents in Czechoslovakia. A larger business might be done with distribution through direct provision agents in Czechoslovakia, but in view of the restricted demand the Canadian companies will probably be justified in continuing to work the market through their Hamburg connections.

* 1 Czechoslovak crown=\$0.0296; 100 kg.=220.46 lbs.

The duty on fine table cheese imported into Czechoslovakia is 420 crowns (\$12.60) per 100 kg. (200 pounds) and that on other cheese is 350 crowns (\$10.50). There is a conventional duty of 294 crowns (\$8.82) applicable to Camemberts, Gorgonzola, and certain other makes of fine table cheese, and a conventional duty of 210 crowns (\$6.30) applicable to Parmesan, Lodogiano, and Reggiano cheeses. Canadian compressed cheddar cheese and a number of other makes of fine table cheese are also subject to a luxury tax of 12 per cent of the value on importation into Czechoslovakia, and this has been a considerable factor in restricting the sale of these kinds of cheese.

HONEY

The sale of Canadian honey in Czechoslovakia has been restricted by the present system of import licenses. Very few licenses are granted for the importation of honey, so that although one Canadian exporting concern is represented in Prague, very little business has resulted. A considerable amount of honey is produced in Czechoslovakia, but the consumption is also large, particularly among the German-speaking population of Northern and Western Bohemia, who use honey regularly for their breakfast. It is therefore felt that business can be done in the importation of Canadian honey as soon as the present system of import licenses is removed.

The Czechoslovak trade statistics show an import of honey in 1925 amounting to 31,086 pounds, of which 21,936 pounds came from Hamburg and 4,563 pounds from Chile. The total imports in 1926 were 644,600 pounds, most of which came in during the last two months of the year.

The duty on honey imported into Czechoslovakia is 280 crowns (\$8.40) per 100 kg. This duty is therefore equivalent to about 4 cents a pound.

PACKING-HOUSE PRODUCTS

Lard is the packing-house product in which the most business is done with Czechoslovakia. The consumption of hog's lard is not so great as in Germany owing to the large quantity of goose fat available in the republic. Nevertheless the total imports of pig's fat amounted in 1925 to 32,758 metric tons, of which 9,658 tons were supplied from the United States, 8,843 tons from Germany, 7,476 tons from Hamburg, 3,606 tons from Hungary, 1,311 tons from Holland, and 619 tons from Trieste. Last year the total imports of pig's fat were 31,514 metric tons, of which 24,407 tons were imported during the first seven months of the year. On July 14, 1926, a duty on pig's fat of 150 crowns (\$4.50) per 100 kg. was imposed, together with the other protective duties on agricultural products. This duty has served to restrict somewhat the importations of lard into Czechoslovakia.

Imports of bacon into Czechoslovakia amounted in 1925 to 4,955 metric tons and in 1926 to 4,988 metric tons. In the former year 2,098 tons were imported from Hungary and the balance chiefly from Hamburg, Germany, and the United States.

Among the imports of fresh and frozen meat in 1925 were 7,609 metric tons of beef, chiefly from Roumania and Argentina; 544 tons of pork, chiefly from Poland; and 1,833 tons of other meat, also chiefly from Poland. In 1926 the total imports were 4,610 tons of beef, 3,805 tons of pork, and 2,125 tons of other meat. Most of this import took place before July 14, when the duty on fresh meat was increased to 165 crowns (\$4.95) per 100 kg. At the same time the duty on prepared meats was increased to 180 crowns (\$5.40).

The chief openings for the sale of Canadian packing-house products to Czechoslovakia are in lard, pigs' livers, and oleo oil. The distribution of these products can best be effected through Hamburg importers who cover Czechoslovakia as part of their territory. A large part of the sales of North and South American packing-house products to Czechoslovakia are made from consignments shipped to Hamburg by the overseas packing houses.

DRIED FRUITS

In 1925 Czechoslovakia imported 3,797 metric tons of prunes, of which 2,559 tons came from Yugoslavia, and 252 metric tons of other dried fruits, of which 104 tons came from Hamburg, 60 tons from Germany, and 56 tons from the United States. In 1926 the imports were 5,332 metric tons of prunes and 352 tons of other dried fruits.

There is a fair demand for evaporated apple rings in Czechoslovakia, both for general consumption and for sale to the jam factories, but being a bulk article, supplies are mostly purchased by dealers on the Hamburg market. This is therefore another product for which Canadian exporters do not require a direct connection with Czechoslovakia, since they can secure their share of the business by having brokers or agents in Hamburg.

The duty on evaporated apples imported into Czechoslovakia is 200 crowns (\$6) per 100 kg., which amounts to nearly 3 cents per pound and is relatively high for such an article, so that the duty serves to restrict business.

FRESH APPLES

Importations of fresh apples and pears into Czechoslovakia amounted to 308,354 pounds in 1925 and 1,062,600 pounds in 1926. In the former years Italy and Germany were the chief sources of supply, followed by the United States and Australia. The quantity imported from the United States amounted to 24,796 pounds and that from Australia to 24,202 pounds, while a further quantity of 20,715 pounds was imported from Hamburg and probably consisted entirely of overseas apples.

There is a very good demand for North American apples in Czechoslovakia, which are imported for sale to the better-class trade. Some years ago the wholesale provision merchants in Prague arranged for the direct import of fresh apples from the United States, but since then the fruit dealers have been able to buy to better advantage at the Hamburg fruit auctions, so that the direct trade in this line has practically ceased. No Canadian apples have been sold in Czechoslovakia during the past season, but when it again becomes possible for Canadian apples to be sold at the Hamburg auctions, the Czechoslovak buyers will probably bid for their share of the consignments.

The duty on apples, packed, imported into Czechoslovakia is 200 crowns (\$6) per 100 kg., or about \$1.20 per box.

FISH

Provision dealers in Prague were interviewed with respect to the possibilities of selling Canadian frozen salmon and other frozen fish to Czechoslovakia, but it was found that the prospects were not encouraging. Being an inland country, the people of Czechoslovakia are mostly unacquainted with salt-water fish. Even fresh salmon is not appreciated. The taste of the people is entirely in favour of fresh-water fish, of which an abundant supply is furnished by the rivers and fish ponds of the country. The fish ponds cover an area of 121,195 acres and are mostly situated in Southern Bohemia. In addition, there are 12,500 miles of rivers yielding fish. The annual catch amounts to about 3,000 metric tons.

Ninety per cent of the fish caught are carp, which is the most popular edible fish in Central Europe. The market in Prague contains a number of large tanks from which carp are sold alive. The remainder of the fish caught in Czechoslovakia are pike, trout, and perch.

In view of the above considerations, there is little opening for the sale of Canadian frozen fish to Czechoslovakia.

CANNED LOBSTERS AND SALMON

There is a much better opening for the sale of Canadian canned fish in Czechoslovakia, and this was the line in which most interest was shown by the provision agents and merchants interviewed in Prague. The demand, however, is a restricted one, and Canadian exporters of canned fish cannot hope to secure any large turnover from their business with this market.

A number of brands of Canadian canned lobsters and canned salmon have been introduced into Czechoslovakia and appear to be finding a good sale, judging from the number of cans displayed in the store windows.

The business in canned lobsters is restricted by the high duty of 1,200 crowns (\$38) per 100 kg. (220 pounds), or roughly 17 cents a pound plus a luxury tax of 12 per cent on the value. One leading provision firm stated that, with a first-class representation and competitive prices, they could dispose of about 300 cases of canned lobsters a year. The chief demand was for half tins, packed 96 to the case. The price to dealers per half tin last April was around 20 to 21 crowns (\$0.60 to \$0.63). One wholesaler handling a brand of Canadian lobster packed for a British firm found their price too high at 22 crowns (\$0.66) per half tin.

The demand for canned salmon is also restricted, largely on account of the high duty of 600 crowns (\$18) per 100 kg., or roughly 8½ cents a pound. A large business was done in canned salmon shortly after the war when there was a general shortage of foodstuffs and no duties were imposed on canned goods. Since the duty was imposed the trade has shrunk to small dimensions, only a few cases at a time being sold to any one dealer.

The chief demand is for tall pinks. Red salmon can only be sold to a few dealers. A certain amount of chum is sold, as retailers are stated to pass off chum salmon as pinks to ignorant customers, but generally speaking only pinks are required. Tall tins are preferred for pinks, but for red salmon flats are also imported. The price to dealers of tall pinks, packed 48 tins to the case, ranged in April around 10 crowns (30 cents) per tin, so that it can be understood that at this price no large turnover is possible.

In general the sale of canned fish in Czechoslovakia is affected by the fact that the people are not great fish eaters. The consumption is confined to the principal cities and towns. The provision agents interviewed stated that they usually sold a few cases of both lobster and salmon at a time and twenty cases at the most to any one dealer. There were only a few customers who could purchase a hundred cases of canned goods at a time. One of these was a dealer with seven high-class stores in Prague, and another a provision dealer with seventy-three stores throughout the republic. A wholesaler interviewed in Prague stated that he could handle about fifty cases of canned salmon at a time. These instances will serve to illustrate the extent of the demand in Czechoslovakia for canned lobsters and salmon.

No complaints were made against the quality of the Canadian canned lobsters and salmon being sold in Czechoslovakia. The Canadian brands in question had been well introduced and were meeting with favour. Mention, however, was made that the wood used for the cases in which Canadian canned fish was packed was not always satisfactory, as broken cases had been rather frequent, resulting in losses and damaged cans.

In the case of both canned lobsters and canned salmon it is advisable that the Canadian exporters should be represented by direct agents in Prague having the exclusive sale of the brands in question for the whole of Czechoslovakia.

OTHER CANNED FISH

There is not much opening for the sale of any other kinds of Canadian canned fish in Czechoslovakia. Sardines enjoy a fair sale, but the Canadian product would have to compete against French, Portuguese, Spanish, and Norwegian supplies. The price to dealers of French sardines last April was 9 crowns (27 cents) and more per quarter (230 gr.) tin. Norwegian sardines in oil were selling at around $7\frac{1}{2}$ crowns ($22\frac{1}{2}$ cents) per quarter (250 gr.) tin, and Californian sardines in oil and tomato sauce at 13 crowns (39 cents) per tin of 1 pound net. The conventional duty on canned fish in oil is 450 crowns (\$13.50), and on sardines in pure olive oil is 360 crowns (\$10.80) per 100 kg. (220 pounds). Total imports of sardines into Czechoslovakia amounted last year to 3,350,600 pounds of a value of 19,806,000 crowns (\$594,000).

It was not considered that the sale of canned pilchards from Canada could be developed to any extent, as even the demand for sardines was not so very great and pilchards were comparatively unknown. There was also no demand for canned little fish unless packed flat like sardines. Inquiries were also made with regard to the possibility of introducing Canadian canned clams, but nothing could be done in this article as clams are entirely unknown in Czechoslovakia.

The Czechoslovak trade statistics show, in addition to sardines, an import in 1926 of 325,600 pounds of other canned fish in oil and 224,400 pounds of other canned fish, including canned salmon. In 1925 the latter import amounted to 242,000 pounds, of which 3,000 pounds were given as having been imported from the United States and 528 pounds from Canada.

CANNED MILK

The sale of imported canned milk in Czechoslovakia has been declining, and since the duty was imposed on July 14, 1926, very little canned milk has been imported. In 1925 a total of 756,936 pounds of evaporated and dried milk was imported, of which 380,017 pounds were shown as having come from the United States. The total import in 1926 was 420,200 pounds, but all except 6,600 pounds of this quantity entered Czechoslovakia before the duty came into effect.

The duty on canned milk and dried milk in tins or barrels is 360 crowns (\$10.80) per 100 kg. (220 pounds), or 5 cents a pound. This duty is sufficiently high to restrict importation in view of the plentiful supply of fresh milk in the republic. Before the duty was imposed, the bulk of the business in canned milk was done by a United States firm, who sold from consignments in Hamburg through their agents in Prague. Some Canadian canned milk, and especially dried milk, was also sold to Czechoslovakia by Hamburg distributors.

CANNED FRUITS

A fair amount of business is done in Czechoslovakia with the leading brands of California canned fruits. The chief demand is for canned peaches, pears, apricots, and pineapples. One Canadian company is represented and is securing some orders, but it is difficult to compete against the leading California brands, which are so well introduced on the market.

The conventional duty on canned fruits imported into Czechoslovakia was 560 crowns (\$16.80) per 100 kg., but this has ceased to be effective with the abrogation of the treaty with Austria, so that the general rate of 1,200 crowns (\$36) now applies. Pineapples are the only canned fruits subject to luxury tax.

Imports of canned fruits into Czechoslovakia in 1925 totalled 273,093 pounds, of which 58,947 pounds came from the United States, 28,710 pounds from Hamburg, and 279 pounds from Canada. In 1926 the total imports were 514,800 pounds valued at 1,831,000 crowns (\$54,930).

The following were the prices to dealers ruling last April for California canned fruits per 2½-pound tin, packed 24 tins to the case:—

	Crowns		\$	
Peaches	16.00	to 17.50	0.48	to 0.52½
Apricots	16.50	to 17.50	0.49½	to 0.52½
Pears	19.00	to 20.50	0.57	to 0.61½
Fruit salad	22.00		0.66	
Pineapples	15.00	to 17.00	0.45	to 0.51

CHOCOLATES

There is not a very large importation of chocolates into Czechoslovakia, and it would be very difficult for the Canadian product to compete against the Swiss and German chocolates. Imports in 1925 amounted to 88,000 pounds, Switzerland, Germany, and Austria being the chief sources of supply, but 1,439 pounds were imported from the United States and 15 pounds from Canada. The conventional duty on chocolates is 1,820 crowns (\$54.60) and the general rate is 2,600 crowns (\$78) per 100 kg. These high duties serve to greatly restrict the importation.

MISCELLANEOUS PROVISIONS

There are a number of other miscellaneous provisions imported into Czechoslovakia, but in practically every case the volume of business is small. There are very few openings for Canada apart from the lines already dealt with. Tomato sauce is imported from Canadian factories. It was stated that apart from one well-introduced brand of tomato sauce, no business could be done in this article. English and American biscuits are being sold in the better-class stores, and the same applies to English jams. It was not considered likely that Canadian jams could be introduced as the turnover was so small and the sale was chiefly restricted to well-known brands. Nevertheless some of the provision agents and wholesale firms interviewed stated that they were open for further connections in provision lines, such as jams, sauces, canned soups, etc., so that any Canadian exporter interested could be put in touch with suitable agents in Czechoslovakia.

REPRESENTATION

The most important point to be considered in connection with the development of trade with Czechoslovakia in provision lines is the question of representation. In many lines this market can be worked through agents established in Hamburg for the whole of the territory dependent upon that port, since the dealers in Czechoslovakia draw their supplies of many articles through Hamburg importers. Speaking generally, it may be stated that for all bulk commodities it is not necessary for the Canadian exporting firms to have direct connections with Czechoslovakia, but only indirectly through their representatives in Hamburg. Such bulk commodities are grain, lard and other packing-house products, dried and evaporated apples, and fresh apples. On the other hand, in the case of branded articles—i.e. commodities sold under a brand or trade mark—better results are undoubtedly obtained if the Canadian exporting firm is directly represented by an agent in Prague who will be personally interested in pushing the sale of the particular brand in Czechoslovakia. Such commodities are canned lobsters, canned salmon, other canned fish, canned fruits, package cheese, honey, jams, sauces, biscuits, etc. A number of provision agents and wholesale merchants were interviewed in Czechoslovakia, and any Canadian exporter interested in this market can be placed in touch with suitable representatives on application to the Canadian Government Trade Commissioner at Hamburg.

Flour is not included among the above-mentioned commodities because special considerations apply to the sale of this product in Czechoslovakia, as outlined in the report on the Czechoslovak Market for Canadian Flour, published in *Commercial Intelligence Journal* No. 1219 (June 11, 1927).

The products which are sold under a brand or trade mark can also be sold in Czechoslovakia through general agents in Hamburg or some other centre, but the disadvantage is that the same personal attention is not given to the development of Czechoslovak business as in the case of a direct representative. It is usually necessary for the general representative to have a sub-agent in Prague, and this only adds to the cost of merchandising. The representative in Prague of a Hamburg firm of provision distributors stated that he found it very difficult to sell canned goods in competition with the direct agents of the overseas packers. The profit for him on a case of California canned fruits only worked out at 4.80 crowns (14 cents), and this did not make it worth his while to canvass business.

In the case of bulk articles, the Czechoslovak dealers are accustomed to purchase their supplies on the Hamburg market, and hence direct connections in Czechoslovakia are not necessary for the Canadian exporters.

For provisions sold under a brand or trade mark, the best representation is a firm of wholesale merchants, to whom can be given the exclusive sale in Czechoslovakia of the brand concerned. It is necessary to choose a representative of good standing, who is financially sound. Sales may be made cash against documents c.i.f. Hamburg. If desirable, credit can be extended to facilitate business, but is not always necessary. The representative in turn sells from stock for cash or on thirty days' credit to retail dealers throughout the republic.

CROP CONDITIONS IN GERMANY

ASSISTANT TRADE COMMISSIONER J. C. MACGILLIVRAY

Hamburg, June 15, 1927.—After a short warm period during the first quarter of the month of May, the weather became unusually wet and stormy with rain almost every day—a condition which has continued up to the middle of June. In all parts of the country the temperature often fell below the freezing point during the nights, with a consequent adverse effect on crops. Despite this unseasonable weather seeding has been completed, with the exception of a few districts in East Prussia.

The development of the winter grains has been particularly retarded by the cold weather and not infrequently frost has given the wheat and barley yellow tips. It is also feared that the rye has been damaged by the frost. In some parts of the country, however, the condition of the winter crops is comparatively good. On the whole, there has been a marked decline in the condition of the wheat crop since last month. Whereas it may then have been said to have been good, it can now only be classed as fair. The winter rye crop has also failed to fulfil expectations, and conditions can only be considered to be middling with prospects of a further deterioration caused by the continued wetness during the flowering time of the plant. It is anticipated that there will be continued large importations of bread grains during the coming season. The position of the root crops and the hay crop also leaves much to be desired, and conditions are said to be becoming worse regarding the latter. The potato and turnips crops are classed as fair.

During the month of May a record of 284,000 tons of wheat was imported into Germany, while during the first five months of the year importations of this product totalled 935,000 tons. For the same periods importations of rye were 74,000 tons and 262,000 tons respectively. In addition there were further quantities of rye which arrived at German ports in transit to Denmark and Poland. In fact, owing to the heavy influx of grain there has been a near congestion in the port of Hamburg.

In the wave of heavy buying which occurred during the second half of May large c.i.f. purchases were made for May delivery in German ports, so that there will probably also be large arrivals during June. During the first half of June little has actually been bought for June delivery. This makes it questionable whether or not the expected arrivals in July will be sufficient to meet the demands, especially if the present weather conditions delay the German harvest. On the other hand, it is possible that present arrivals are more than sufficient for present requirements and that a portion can be taken for July requirements.

PROSPECTS FOR CANADIAN MALTING BARLEY IN GREAT BRITAIN

TRADE COMMISSIONER HARRISON WATSON

London, June 17, 1927.—It will be known that periodical attempts made in the past to secure an outlet in Great Britain for Canadian malting barley were quite unsuccessful.

A chief obstacle was the almost exclusive consumption in this country of the heavy type of beer which has always been regarded as typical of the British brewing industry, for the production of which the varieties of barley which represent the bulk of Canadian production were unsuitable.

About a decade ago, however, there sprang up a small, but growing, demand for the so-called "lager" or lighter type of beer. This taste has gradually developed to an extent which has materially altered the old condition of affairs, and there is now an almost universal consumption of light, sparkling, and quick-clarifying beers, which necessitate the use of a great proportion of sun-dried, light, and husky barley and barley malt.

This change has also drastically affected the situation as regards Canadian malting barley, and led to the reopening of the whole question.

An expert in this country, who possesses practical experience in Canadian brewing, expressing the opinion that British maltsters could, under the altered conditions, use Canadian barley with advantage to themselves. Moreover, as these changed circumstances called for a barley which is similar to what Canada is already producing, there should be good prospects for securing a permanent and substantial trade in this country without making any drastic change in the present Canadian production of barley.

Upon reporting this opinion to Ottawa, arrangements were made for an expert Canadian Government official to investigate the existing position in Great Britain. After calling upon brewers, maltsters, and importers of barley, and discussing the situation with experts of all kinds, the statement is confirmed to the extent that the outlook is regarded as promising and the official has now returned to Canada in order to study the whole question in its various aspects.

At the same time, it should be pointed out that certain conditions will have to be carefully observed in growing, selection and packing. Equally necessary, moreover, will be an active missionary campaign in this country to bring to the immediate notice of all users of malting barley the qualities and merits possessed by Canadian barley. The brewing trade is one of the oldest and most conservative industries in the British Isles. As Canadian barley would replace malting barleys which are now satisfactorily being supplied from other countries, it would be no easy matter to induce brewers and maltsters to abandon their present sources of supply in order to take on Canadian barley, of the merits of which they possess no previous experience.

TRADE CONDITIONS IN GREAT BRITAIN

TRADE COMMISSIONER HARRISON WATSON

London, June 17, 1927.—While there appears to be a generally-shared confidence that trade is gradually improving, there is no outstanding development or feature which affords material for special reference here.

It is true that the overseas trade returns for May exhibit the very satisfactory increase in the value of British exports of 20.2 per cent in comparison with April, even taking into consideration that May contained two additional working days. Moreover, this expansion is not confined to any particular article, but is pretty well distributed among the leading staple industries.

In contrast with a year ago, the May statistics show an all-round increase, which at first blush seems phenomenal. The enhanced valuation of 18.6 per cent in imports, 38.2 per cent in British exports, and 63.9 per cent in re-exports, is, however, in comparison with May, 1926, which was the month which witnessed the devastating effects of the great strike which temporarily disorganized every branch of trade and industry.

Upon the whole, as wholesale prices have fallen during the twelve months, results are encouraging, and point to a gradual recovery.

BUSIER CLYDE SHIPYARDS

TRADE COMMISSIONER G. B. JOHNSON

Glasgow, June 14, 1927.—The extent to which trade in the West of Scotland is improving is indicated by the unemployment statistics of the Glasgow area. These show a total of 47,000, as compared with 75,300 soon after the beginning of the year. During the past five years the number of unemployed has fluctuated between 60,000 and 80,000 in this city of 1,200,000 people. During one recent week there was a decrease of 2,227. The figure of 75,300 mentioned above was much higher than it had recently been and of course was due to the effects of the coal strike, but the present number is much less than at any other period during the past few years. The explanation is the increased activity of the shipbuilding yards and marine engineering establishments.

A great Canadian institution has been no small factor in assisting to resuscitate the Clyde shipbuilding industry. At this moment there are now in course of construction eight vessels for the Canadian Pacific Railway Company, of a tonnage of about 103,000. The most important contracts announced on the Clyde since a year ago are those which have been placed by the Canadian Pacific Railway with Messrs. John Brown and Company, Clydebank. They are for two liners of the "M" class, each of about 18,000 tons gross. The vessels, which are intended for the North Atlantic service, will be sister ships to the pair which were ordered in June of last year from John Brown and Company, and William Beardmore and Company, Dalmuir. The first two are to be ready for service next year. There were also placed in June last year by the Canadian Pacific Railway orders for seven 10,000-ton cargo steamers for the Atlantic service, and there is also building for the same company a steamer of 1,000 tons for the Pacific coast passenger trade.

A few days ago the Canadian Pacific Railway *Empress of Australia*, a magnificent oil-driven vessel of 22,000 tons, left the Clyde for Southampton to begin her career of service on the Atlantic. This ship has just been reconditioned and completely re-engined by the Fairfield Shipbuilding and Engineering Company, and a large company of invited guests embarked on the ship at Greenock and travelled on her to Southampton.

BRITISH EMPIRE WEEK AT BELFAST

TRADE COMMISSIONER G. B. JOHNSON

Glasgow, June 14, 1927.--The spirit which prompted the British Empire Exhibition at Wembley in 1924 and 1925 has not been allowed to die. Since then, in all parts of this country British Shopping Weeks and—more ambitiously—British Empire Weeks, have been increasingly breathing the spirit of Empire co-operation into trade and commerce.

The latest and probably the most comprehensive of all has just concluded at Belfast. The festival was inaugurated outside the City Hall in the presence of a large concourse of people by the Governor of Northern Ireland, who in his speech referred to the fact that everyone could add to the wealth and prosperity of the Empire by giving preference to its products and manufactures.

In the afternoon of the same day the Lord Mayor declared in the Ulster Hall the opening of an attractive exhibition. This comprehensive display, organized by the Empire Marketing Board, which was recently set up by the British Government, brought vividly before the public the products and vast resources of some parts of the Empire and was an effective demonstration of the Empire's ability to supply practically all the requirements of the household.

The parade of British industry and commerce included floats and vans representing various industries and the Dominions. Canada was represented by the travelling van used in Northern Ireland by the Department of Immigration and Colonization, kindly lent by the Belfast agent of that department.

An Empire ball at the Plaza Hall was one of the most attractive of the week's features. A large number of valuable prizes were offered for the best group representing a variety of subjects. Among these were substantial money prizes given by Canada, Australia and South Africa for the best costumes representing these countries.

Practical and substantial support was given to the week's success by a large number of wholesale firms and retail shopkeepers, who bought large stocks of Empire products which were prominently set forth in attractive window and interior displays.

Canadian participation in the Belfast Empire Week was organized by this office.

NEW FOODSTUFFS LABELLING REGULATIONS IN GREAT BRITAIN

Some interesting points in reference to the retail sale of foodstuffs have already arisen under the Merchandise Marks Act, writes a correspondent of the *London Times Trade Supplement*. In this measure there is no new obligations imposed upon the trade to mark the place of origin of any imported article, provided that no name of an English firm or an English trade-mark is fixed to the article, until an Order in Council may be issued making compulsory the marking of specified goods. But two committees have already been set up in regard to foodstuffs, one to inquire into the application to require the marking of origin of currants, sultanas, and raisins for sale or exposed for sale in the United Kingdom; the other to make an inquiry (starting on June 27) into the application for an Order to require the marking of imported eggs.

Apart from such Orders, however, the Act requires that if the name or trade mark of any manufacturer or trader in the United Kingdom is applied to any imported goods there must be an indication of origin unless the Board of Trade

makes regulations exempting such goods from the operation of the Act, as it did in the case of petroleum and liquid products thereof in the Merchandise Marks Exemption Direction (No. 1), 1927, which was issued on May 16.

Thus, broadly speaking, under Section 1 of the Act if a retailer prints his name and address upon his wrapping paper and bags and packs any imported goods therein, he will be required to state upon the wrapper or bag an indication of the origin of the goods. On this point the joint memorandum of the Board of Trade and the Commissioners of Customs explains that the section does not extend to blends or mixtures (*e.g.*, a blend of Indian and Java tea or a mixture of coffee and chicory). But it does extend to a blend or mixture produced by a process of manufacture from materials of different kinds (*e.g.*, an article known as silk and cotton mixture). Some retailers already realize their difficulties, as is indicated by correspondence between the Scottish Federation of Grocers and Provision Merchants' Association and the Board of Trade.

That federation wrote to the Board explaining that it is only the manufacturers who really know whether the articles upon which their name or trade mark appears are imported or British made, the retailer having no means of ascertaining. The federation, therefore, asked whether the section referred to applies only to goods imported after June 15, and, if not, who is to be held responsible should a breach of the section occur. The reply from the Commercial Relations and Treaties Department of the Board of Trade is interesting. It states (*inter alia*):—

It will be an offence for any manufacturer, dealer, or trader in the United Kingdom to sell or expose for sale imported articles to which his name or trade mark is applied unless the name or trade mark is accompanied by an indication of origin. Section I extends not only to sale by retail and exposure for sale by retail, but also to sale wholesale. Consequently, if the manufacturer or wholesale dealer applies to imported goods which he sells to a retailer any name or trade mark bringing the goods within the scope of Section I, he is bound by statute to give an indication of origin. Where, however, the retailer purchases imported goods, whether direct from the country of origin or through a dealer in this country, and he himself applies his name to the goods before they are sold by retail, the obligation of giving an indication of origin rests on him. It is desirable, therefore, that retailers before applying their names to the goods which they sell, should take steps to satisfy themselves that the goods are of United Kingdom, Empire, or foreign origin.

So far as concerns the question as to goods which retailers bought before June 15 the Board states that it

can only recommend that retailers should apply their names to goods only where they are satisfied that they are British, or are prepared to give an indication of origin.

A particularly interesting paragraph in the communication from the Board of Trade is that which intimates that

The Board understand that it is a common practice among grocers and others to place the goods which they sell in bags or other containers bearing their names *after* the sale takes place for the purpose of delivery to their customers. The Board are advised that in such a case the name or trade mark on the bag would not be deemed to be applied to the goods at the time of sale or exposure for sale, and that consequently no indication of origin would be required in such a case. If, however, the goods are sold or exposed for sale in a bag, carton, or other container bearing the trader's name, an indication of origin would be required. For example, if oranges are exposed for sale on the counter without having any name applied to them and are then placed by the seller, after sale, in a bag bearing his name and so handed to his customer, no indication of origin is required. But if, on the other hand, the trader exposes for sale in his shop imported confectionery put up in cartons bearing his name, an indication of origin is necessary on the cartons.

Only a few of the points which are being raised under the Act have been mentioned above; but it is already apparent that many problems for distributors of food-stuffs, and, indeed, of other classes of imported goods, will have to be solved in the near future; and their solution may be a prolific source of employment for the lawyers.

SUMMARY OF THE TRADE OF CANADA: MONTH, TWO MONTHS, AND TWELVE MONTHS ENDING MAY, 1927

(Compiled by *External Trade Branch, Dominion Bureau of Statistics*)

Main Groups	Month of May, 1927				Two Months ending May, 1927				Twelve Months ending May, 1927			
	Total Imports	From United Kingdom		From United States	Total Imports	From United Kingdom		From United States	Total Imports	From United Kingdom		From United States
	\$	\$	\$	\$	\$	\$	\$	\$	\$	\$	\$	\$
<i>Imports for Consumption</i>												
Agricultural and vegetable products.....	20,030,630	3,269,782		9,695,863	32,619,486	5,401,112	15,866,095	215,170,008	38,688,253		98,374,154	
Animals and animal products.....	4,904,220	420,754		3,238,160	8,821,553	1,071,577	3,437,778	83,941,033	3,606,992		33,669,994	
Fibres, textiles and textile products.....	13,222,352	4,832,156		4,897,670	26,331,417	9,728,829	9,857,145	183,150,909	72,863,852		46,762,669	
Wood, food products and paper.....	4,218,484	1,348,548		3,526,811	7,630,380	2,983,326	6,281,071	48,474,730	15,640,501		41,339,367	
Iron and its products.....	26,634,722	1,632,055		24,199,364	49,282,286	1,021,116	44,981,451	238,890,988	19,640,391		215,391,486	
Non-ferrous metals and their products.....	4,702,157	356,341		3,862,396	8,809,119	2,960,487	17,153,979	34,737,570	3,818,787		44,297,570	
Non-metallic minerals and their products.....	12,300,546	1,673,866		9,427,611	20,804,735	2,296,487	16,435,683	136,370,548	9,474,957		131,727,672	
Chemicals and allied products.....	3,300,294	384,771		2,511,130	5,563,247	628,583	3,236,826	32,383,006	4,686,927		21,693,972	
Miscellaneous commodities.....	4,919,651	831,004		3,422,629	8,517,814	1,753,553	5,999,651	62,665,741	47,724,805		41,724,805	
Totals, 1927.....	94,412,439	13,980,272		64,261,714	108,710,067	25,476,666	115,917,712	1,045,749,066	166,283,159		698,686,409	
Totals, 1926.....	86,052,253	12,272,467		59,174,351	133,853,506	23,134,589	101,939,022	946,783,055	162,358,914		625,125,463	
Totals, 1925.....	75,894,552	13,798,694		49,085,516	134,999,183	24,356,555	89,533,106	799,700,249	132,426,662		511,102,500	
<i>Exports (Canadian produce)</i>												
Agricultural and vegetable products.....	58,059,901	37,328,369		5,280,130	96,314,732	65,871,205	8,439,706	605,812,270	357,704,061		59,806,243	
Animals and animal products.....	9,735,500	2,483,519		5,343,221	16,907,767	4,276,541	10,555,081	108,370,822	65,319,382		78,573,986	
Fibres, textiles and textile products.....	23,322,266	1,273,555		20,151,375	40,133,598	1,552,442	35,312,182	285,345,544	16,058,431		243,033,265	
Wood, food products and paper.....	2,288,206	608,575		896,226	11,309,319	1,470,317	74,219,691	18,512,066	18,512,066		10,455,685	
Iron and its products.....	2,276,293	2,288,206		3,110,518	11,956,479	2,747,685	5,510,370	81,730,965	14,717,413		29,878,631	
Non-ferrous metals and their products.....	2,274,773	231,351		1,244,020	3,363,968	307,315	2,116,069	28,571,318	9,300,985		17,118,950	
Non-metallic minerals and their products.....	4,230,101	793,490		3,231,326	2,304,749	461,014	1,142,320	19,771,743	3,598,552		8,303,251	
Chemicals and allied products.....	2,112,982	1,130,846		653,605	3,374,553	1,550,852	1,156,073	18,018,022	4,785,169		10,205,589	
Totals, 1927.....	109,782,501	45,738,477		37,507,258	187,120,555	78,571,230	66,675,860	1,282,771,370	474,023,318		471,059,901	
Totals, 1926.....	91,339,823	37,222,912		34,037,362	151,506,691	51,224,013	62,093,507	1,310,590,358	505,006,178		470,384,915	
Totals, 1925.....	96,356,747	37,235,521		39,357,465	156,266,124	54,366,395	66,637,959	1,072,301,848	391,706,854		423,152,411	
<i>Exports (Foreign produce)</i>												
Totals, 1927.....	1,515,396	90,300		1,206,867	2,581,829	166,544	2,192,579	15,507,819	1,148,794		12,858,454	
Totals, 1926.....	1,747,447	141,044		1,507,385	2,489,056	163,331	2,176,596	13,916,965	1,080,824		11,595,613	
Totals, 1925.....	1,117,864	101,161		892,005	1,917,057	131,090	1,615,821	12,413,445	1,221,739		10,020,866	
<i>Excess of Imports (i) or All Exports (e)</i>												
1927.....	(e) 16,885,518	(i) 31,839,505		(e) 25,547,589	(e) 20,992,327	(e) 53,261,108	(e) 47,119,264	(e) 308,888,882	(e) 240,501,901		(i) 214,768,054	
1926.....	(e) 7,029,017	(i) 25,221,380		(e) 23,029,004	(e) 112,811	(e) 28,452,783	(e) 40,736,940	(e) 378,330,368	(e) 343,698,088		(i) 143,214,965	
1925.....	(e) 21,380,079	(i) 25,538,988		(e) 9,437,016	(e) 23,183,978	(e) 30,359,650	(e) 21,279,386	(e) 285,015,014	(e) 240,501,901		(i) 77,929,223	

CANADIAN SAMPLES IN SOUTH AFRICA

Mr. G. R. Stevens, Canadian Trade Commissioner in Cape Town, writes as follows regarding the methods pursued in the Cape Town office in the handling of samples received from Canada:—

Sets of samples received by this office from Canadian manufacturers are handed over to South African agents or importers on a number of different terms. Samples of perishable goods such as foodstuffs, confectionery, and the like are usually supplied cost free by the manufacturer *c.i.f.* South African ports, and the agent pays the duty and landing charges only. In the case of foodstuffs and perishable samples for distribution (such as tasting samples, small tins, etc.), the manufacturer supplies these free of cost in the agent's warehouse, and their distribution is undertaken at the agent's expense. These are practically the only classes of samples which are supplied entirely at the manufacturers' cost in South Africa.

Sample ranges which are only used for a single season (textiles, most soft goods and many specialties) are usually debited to the agent's commission account, with a sufficient sample discount to enable him to dispose of them at the end of the season without loss to himself. This extra sample discount varies according to the nature of the goods; from 65 per cent to as low as 25 per cent. In the case of refrigerators, a big Canadian line, it would not pay to ship refrigerators about the country; accordingly, every season the agent has a range sent to each of the principal ports where he books business and sells the samples at once upon a 25 per cent discount.

There is a third class of sample, which is non-perishable and non-seasonal, such as hardware and metal goods of various kinds. It is usual for such samples to be placed with the agent without charge, on the understanding that they remain the manufacturer's property. If they are sold at any time the proceeds of their sale are remitted, less the cost of duty and clearing charges.

TRADE OF THE AFRICAN SUB-CONTINENT

TRADE COMMISSIONER G. R. STEVENS

[Former reports in this series were published in Nos. 1216-1221, and dealt with political divisions and population, production and natural resources, water communications of the countries, the distribution systems of Central and East Africa, customs tariffs and documentation.]

Confirming Houses, Finance and Terms of Payment

Africa lives by the export of raw materials to Europe, and therefore the majority of African earnings are paid over in London. The great African trading corporations are usually both exporters and importers, and they do not carry any particular balance in any part of Africa. These corporations purchase export produce out of the returns of their imports, and pay for their imports out of the sale of such produce on the London market. As long as this situation continues, London must remain the chief centre of African trade. Moreover, London provides special facilities for such business, through the medium of a merchant or agency community which buys, ships, and pays for goods upon behalf of overseas principals. The functions of these confirming houses, as they are known, are not generally understood in Canada, and a knowledge of their ways of business is most necessary to any firm entering the African market.

The nature of the arrangement between the African merchant and the London confirmer may be most varied. More and more firms are opening their own buying offices in London, which take charge of all overseas purchases, selling produce, buying goods and paying for them with the proceeds of sale.

Even when orders are placed by representatives in Africa, this business is routed through London for convenience sake. In some cases the London office is permitted to buy without instructions from Africa, but under the general arrangement it awaits instructions. When the order has been placed, the African merchant has nothing further to do but to receive and sell the goods.

In the case of African firms who have not their own branches the relationship is almost as intimate. The London shipper receives and markets African produce, banks the funds (even at times invests them upon behalf of the overseas merchant), buys and pays for goods as per instructions. The London shipper has a large amount of liberty in the placing of orders; his instructions are usually to buy in the best market, although occasionally they read "From John Jones & Company, or better offerings." Even in instances where an African merchant has an exclusive distributing arrangement with an overseas manufacturer, the business will be routed through the London shipper, and when orders are placed with an African agent, the London shipper is notified, as he is to pay for the goods.

In the case of South Africa the majority of large importers have New York as well as London confirmers, but comparatively few importers in other parts of Africa have sufficient American business to warrant the detention of funds there.

The above explanation of the relationship between confirming house and African merchant should make clear the necessity of regarding the London confirmer as the prime element in any transaction with the African merchant. Over and over again Canadian manufacturers have received orders from African merchants which were subject to confirmation by London, with the draft to be drawn upon a specified London house. Such orders have been shipped without the confirmation, or the drafts have been drawn upon the merchant who placed the order, and to the astonishment of the Canadian exporter, both draft and goods have sometimes been refused upon arrival in Africa. The African merchant regards London confirmation as a guarantee that the order has been placed with the most advantageous source of supply, and he will not accept deliveries which have not been confirmed; upon the question of payment, it is convenient for him to pay in London, and most inconvenient for him to pay in Africa.

These shippers and confirming houses are paid a small percentage commission for their services by the African merchant, and they do not obtain (or should not obtain) any revenue from the manufacturers with whom they place orders. They usually pay cash, demanding cash discounts, and these discounts are credited to their African principals. Because of these discounts, many manufacturers are of the opinion that the shipper makes a profit upon both ends of the transaction, but this is rarely, if ever, the case unless the shipping or confirming house holds overseas agencies. The latter is more common practice in New York than in London, and it makes it difficult in some instances for Canadian firms to obtain business through such confirming houses, who have their own peculiar sources of supply. The tendency, however, is becoming marked for African importers to give explicit instructions as to source of supply to their New York and London representatives.

On account of the widespread use of confirming houses, a draft on London may be taken to be the usual method of payment for goods shipped to any part of Africa outside of the Union of South Africa. The importers of agricultural implement and automotive supplies are perhaps exception, as these houses usually carry funds in New York.

The question is often raised why these African merchants do not carry funds in Canada as well. The reply is that the value of the Canadian business is too small and fluctuates too greatly to tie up any stated sum in anticipation of placing orders in Canada. Moreover, Canada buys little or no African pro-

duce, and the opening of funds in Canada represents a considerable exchange loss in comparison with placing similar funds in the great commercial countries of the world, where African bills are always on the market.

For a Canadian firm to request an irrevocable credit in a Canadian bank from an African merchant carrying funds in London is, in nine instances out of ten, to throw away the opportunity of business. In order to save the cost and bother of placing funds in Canada, the London confirming house will usually scour Great Britain and even the Continent for alternative sources of supply. It really resolves itself to this: the Canadian firms wishing to trade in Africa must learn not only to think but to work in sterling.

In connection with confirming house payments, these firms, particularly in London, are apt to regard sight drafts as a cash payment; in which case they will ask cash discounts. (In relation to South Africa this matter was discussed in *Commercial Intelligence Journal* No. 1108 (April 25, page 394).) The Canadian custom, however, of quoting cash at ten days, or until a certain date in the month, really obviates the necessity of allowing cash discounts on all sight drafts. There is no established practice among African merchants upon this point. There is, however, a widespread belief among these old-established African merchants in what they call "free" drafts; that is, drafts with bank charges deductible from the amount of the draft. The majority of newer firms do not quibble over the matter, but many of the older organizations will not pay collection and remittance charges unless instructions to this effect are embodied in the draft.

DIRECT PAYMENTS BY IMPORTERS

The confirming house is, of course, a medium of the greatest value to the overseas manufacturer, since it obviates credit risks, pays for goods sooner, and gives explicit shipping instructions. There will always be, however, a certain volume of direct business with African merchants, and a tendency has been noted among Canadian manufacturers to regard orders from the African hinterland as a somewhat greater risk than orders emanating from more developed parts of the world. This is a fallacy. The firm that can import goods into Central Africa must be prepared to make an outlay of which the first costs of such goods is a small fraction, and such firms are abundantly protected against shortages of trading capital. The average European firm trading in Africa is unquestionable in a financial sense, since their export business is their major concern and any failure to pay for imports would affect their operations in the London produce markets. There is therefore no greater risk in shipping goods to European firms in Central Africa than in selling them in London or in any other world market.

Every part of Central and East Africa has British banks which are correspondents and agents of Canadian banks, and these banks operate precisely as in other parts of the world. An exception may perhaps be made in the case of Portuguese East Africa, where in order to sustain the escudo, the export of sterling is prohibited. The British banks in this territory will collect drafts, but as this sterling cannot be remitted, they prefer overseas shippers to insist upon funds being placed in Rhodesia or South Africa to meet Portuguese East African commitments. At present a considerable portion of the business is financed in this manner.

CREDIT

As the foregoing report suggests, credit considerations do not intrude to any particular extent in Central or East Africa. There are very few areas in which credits are essential to trade. The Belgian Congo is perhaps an exception. The Belgian and Continental firms operating in this colony are usually branches of European houses, which grant their branches more or less continuous credits, and this circumstance affects the terms of payment in all businesses. Moreover, the fluctuations of the franc during the last few years has resulted in mer-

chants desiring a liberal credit period during which to pay, in order that they might not be obliged to buy sterling at an especially unfavourable rate. Furthermore, deliveries from the seaports into the Congo distributing centres are very slow, and anything less than sixty-days' credit will often result in the importer being obliged to pay for goods before he sees them.

These conditions, however, are singular. In the other areas, if an importer asks for credit it is probably because—

(1) He is obliged to use the lever of credits in order to enter the bazaar trades and has not sufficient funds for such purpose.

(2) He has been interested in produce trading which has proved unremunerative.

(3) He wishes to attack some article enjoying a preponderating share of the available market, and is contemplating special sales effort and expense.

(4) He is laying in stocks which will be turned over slowly, which means that he is speculating upon the future capacity of his area to buy.

As a glance will show, any of these conditions make a customer a less attractive risk. Requests for any credit over thirty-days' sight draft (which really only give an importer time for the goods to arrive) should be scrutinized carefully. None of these circumstances are sufficient in themselves to prevent business, but any African importer requesting credit should be asked the explicit reason why such credit is necessary, as it is not the general practice of responsible firms to import on long terms.

With reference to drafts drawn on African merchants, British firms employ a useful safeguard by forwarding their documents marked "D.A.D." (documents at discretion). This instruction authorizes the bank to hand over such documents only if they are fully satisfied that the draft will be met. In countries dependent upon a crop such as cotton or coffee, in which there are important seasonal fluctuations, the ability of importers to meet their obligations varies rapidly, and an order placed in the best of faith is sometimes impossible of acceptance when the goods arrive. In such cases the bank, under the practice noted above, has special authority to use its own judgment in protecting overseas shippers.

REFUSED DRAFTS

In the case of refused drafts, Canadian firms usually waste some time in arguing with the importer over his refusal. In the experience of the Cape Town office, very few drafts are refused that can be taken up. In the case of sight drafts, the instructions to the bank should be to arbitrate only when the refusal arises out of the condition of the goods. In all other cases the instructions should be to sell the goods for their invoice value. In a surprising number of instances this is possible. In the case of drafts which are refused after the goods have been delivered, the instructions should be to regain possession of the goods whenever possible, and to dispose of them.

In either case, it would be as well to advise the Cape Town office at once when drafts are refused or when shipments, for any reason whatsoever, are not paid for. It is always possible to do something to recover the costs of goods if one knows in time, but to approach the banks or the Trade Commissioner after time-wasting correspondence with the consignee is to present them with an impossible task. A number of Canadian firms now shipping into Africa send forward their drafts with instructions to notify the Trade Commissioner in the event of them not being taken up upon the date indicated.

In justice to African importers, however, it must be added that few refusals to meet drafts occur in the course of a very large volume of trade. Almost invariably Canadian losses have been occasioned through shipments to individuals or firms engaged in temporary enterprises. One Canadian exporter, with hundreds of accounts throughout Africa, has done over a million dollars' worth of business in the last few years in a very perishable product and has never lost a cent through bad debts. This experience is general.

MARKET FOR PATENT MEDICINES IN MEXICO

TRADE COMMISSIONER C. NOEL WILDE

Mexico City, June 15, 1927.—A number of inquiries have recently been received by the Trade Commissioner in Mexico City in regard to the possibility of introducing Canadian drugs, patent medicines, veterinary preparations, and similar products into Mexico. It therefore seems desirable to state briefly the conditions under which such business is generally done in the republic, with a summary of the difficulties that are likely to be encountered, and the manner in which these difficulties may be overcome.

NATURE OF THE DEMAND

Like the great majority of Latin countries, Mexico affords a favourable market for many kinds of patent medicines, more especially for those which form a remedy for the more common minor complaints such as colds, rheumatism, stomach trouble, headaches, and the milder forms of fever. Drug stores are seen on almost every block in the larger cities, and many of these maintain a high standard of operation, comparing favourably with anything seen in Canada. Medical practice is also very advanced, and Government regulation of the sale of drugs is of such a nature that only reputable products can, with few exceptions, be sold.

Thus it may be taken that a good article, containing drugs suitable for the alleviation or cure of the disease for which it claims to be a remedy, can command a ready sale, provided that it is presented in an attractive manner, and that the conditions essential to success are understood and complied with. On the other hand, medicines of the "quack" type, which are of no real value as a cure, will find great difficulty in entering the market, and no attempt should be made to secure a demand for them in Mexico.

In addition to remedies for the minor ailments above referred to, there is a large demand for all standard pharmaceutical preparations, sera, etc. The present report, however, does not refer to these so much as to patent medicines as that term is generally understood.

STATISTICS

No statistics exist in regard to the consumption of patent medicines in Mexico. This is due to the fact that there is a large local industry, the products of which are manufactured from both imported and native raw materials; no details are published of the total output of this industry. The imports into Mexico, however, of medicinal drugs and pharmaceutical specialties were as follows for the years specified:—

	Kilos	Value Canadian Currency
1918..	438,416	\$1,002,006
1919..	726,928	1,971,553
1923..	1,085,255	2,397,397
1924..	1,477,446	2,996,092
1925..	1,494,842	2,958,263

From these figures it will be seen that the imports have doubled within the past eight years, and increased more than threefold during the last decade. As it is known that the production of the local industry devoted to the production of medicines has also increased during the same period, it is obvious that the total consumption is rising rapidly.

ORIGIN OF IMPORTS

In the past, the principal sources of supply for medicinal preparations of this character were the United States (which supplied 41 per cent of the total).

France (36 per cent), and Germany (15 per cent); no other country supplied more than 3 per cent of the total. The war eliminated Germany from the trade, and until 1919 her place was taken by the United States. She has, however, been gradually recovering her former position, and in 1925 the origin of the imports was as follows:—

	\$	Per Cent
United States	1,581,073	53.4
France	802,547	27.2
Germany	353,103	11.9
Spain	75,187	2.5
Great Britain	64,302	2.2
Other countries	82,051	2.8
	<hr/> 2,958,263	<hr/> 100.0

Canada does not appear in the statistics, although it is known that in the past small quantities of medicinal preparations have been exported to Mexico; at no time, however, so far as can be ascertained, did the trade exceed a few thousand dollars a year in value.

GOVERNMENT REGULATIONS

The Department of Public Health of the Mexican Government exercises a strict supervision over the sale of patent medicines. The regulations governing this matter provide, among other things, that every bottle or other container in which such products are exposed for sale must bear a label with the following information:—

- Chemical formula (qualitative and quantitative).
- Name of the manufacturer.
- Address of the factory.
- Name of the importer.
- Address of importer.

In addition, products of local manufacture must bear the words "Hecho en México" ("Made in Mexico").

Before being placed on sale, patent medicines are analysed by the Department of Health, and if the result is satisfactory, a certificate of registration is issued to the importer or manufacturer. This certificate must be applied for in due form, in writing, and the application must state:—

- (a) Name and address of applicant.
- (b) Name of product.
- (c) Name of manufacturer.
- (d) Address of factory or laboratory in which the product is manufactured.
- (e) Name and address of importer (if the product is of foreign origin).
- (f) Name of person responsible for manufacture (if the product is of local origin).
- (g) Formula of the product, in full. (This must be given without abbreviations and must not contain chemical expressions or names which do not appear in the official pharmacopœia).
- (h) Method of manufacture.
- (i) Doses in which the product is to be administered.
- (j) Purpose for which the product is to be used.

In addition, the applicant is required to provide two samples of the product prepared in the exact form in which it is to be placed on sale, and two copies of every advertisement, leaflet, or other form of commercial propaganda which it is intended to use in connection with it.

Lists of authorized products are published from time to time by the Department of Health, through the medium of the *Diario Oficial* (Official Gazette).

A tax is imposed upon retail sales of patent medicines, this tax being paid by means of stamps affixed to each bottle or other container. This is, however, a matter of interior administration, and the details are of no interest to the foreign manufacturer.

RESTRICTIONS ON IMPORTS

There are severe restrictions upon the importation into Mexico of any patent medicine containing narcotic drugs or opiates. These regulations are very comprehensive, but in general they prohibit the importation of preparations containing the following:—

Crude opium and powdered opium in proportions greater than 2 per cent.

Extract of opium in proportions greater than 1 per cent.

Morphine, its salts and derivatives (except codeine and dionine), in proportions greater than one-fifth of one per cent.

Cocaine, its salts and derivatives, in proportions greater than one-tenth of one per cent.

Coca leaves in proportions greater than 20 per cent.

Coca extract in proportions greater than 2 per cent.

Poppies,

without permission of the Department of Health.

The necessary permit in duplicate must be obtained by the importer, and must state details of quantities and nature of product. The original of this permit must then be forwarded to the exporter, who is required to submit it to the Mexican consul, together with the consular invoice, and an official permit authorizing the export.

Full details of the regulations governing this subject may be obtained on application to the Department of Trade and Commerce, Ottawa (quoting file No. 23085).

NECESSITY OF PROPAGANDA

With the exception of a few preparations which are known practically throughout the world, it may be taken as axiomatic that some form of advertising is necessary when introducing a new product of this kind into Mexico. There are few branches of commerce in which competition is keener. Approximate formulas are widely known, and it is not difficult to prepare a remedy for most minor ailments. Thus success is largely dependent upon the manner in which the particular product is brought to the attention of the public.

In Mexico the best methods of propaganda for this purpose appear to be through the medium of newspaper and street car advertising. Display cases and poster cards, exhibited in the windows of drug stores, are also effective. For further details on this subject interested persons are referred to a report on "Advertising in Mexico" which was published in *Commercial Intelligence Journal* No. 1068 (July 19, 1924).

TARIFF

The customs duties on patent medicines entering Mexico are one peso and twenty-five centavos per kilo., equal to 28.3 cents per pound, the weight being based upon that of the product plus the bottles or other immediate containers, but excluding the outer case and other packing material. In addition, there are surcharges of 10 per cent and 2 per cent respectively of these duties, for federal and municipal purposes. The fee for certification of consular invoices is 10 per cent ad valorem, and is payable by the manufacturer to the Mexican consul at the port of shipment.

EFFECT OF TARIFF

In view of the fact that the bottles or other immediate containers frequently form by far the greater part of the weight of patent medicines, the above rate of duty works out in many cases at a prohibitive figure. It has therefore become the custom for such products to be shipped to Mexico in bulk, the containers being obtained locally, and the packing or filling for the retail trade being done by the importer. Labels may also be either printed locally or shipped separately by the exporter.

It is impossible to lay down any general rule on this question. Each exporter must consider it for himself, bearing in mind the probabilities of his competitors having already investigated it and having adopted that method which gives the cheapest final product and the greatest profits to themselves.

REPRESENTATION

In view of the difficulties accompanying the introduction of patent medicines into Mexico, it is highly important that agencies should be placed in the hands of experts who are familiar with the details of the business and possess both wide experience of the market and an organization covering the whole of the territory in which a sale is desired. It must be admitted that such firms usually have their connections already established and are unwilling to consider the representation of additional products, unless assisted financially by the manufacturers during the period of preliminary development.

In this connection, a firm of importers of drugs and chemicals in Mexico City, which probably has the most complete organization in the republic for the importation, wholesale and retail sale of all kinds of drugs, has expressed a willingness to consider offers of agencies from Canadian sources. This firm states that it requires such products to be shipped on a consignment basis, to be paid for when sold, on the following conditions:—

(1) The manufacturer or exporter delivers the goods free at warehouse, Mexico City. Duty, freight, and other charges are refunded after the goods are sold.

(2) The manufacturer or exporter engages to start and keep up an active and extensive propaganda for the introduction of the produce.

(3) The product must comply with the regulations of the Department of Health.

In return, the firm in question undertakes to co-operate with the manufacturer or exporter to the fullest possible extent by means of their sales organization, window displays in retail stores, etc.

The above method appears to be the most suitable for the introduction of new patent medicines into Mexico. It has the advantage of providing a complete organization without effort, but on the other hand, it involves an initial investment which experience shows very few Canadian manufacturers are willing to undertake. The difficulties of the business, however, are so great that the ordinary method of representation by a commission agent appear to offer little chances of success.

CANADIAN TRADE IN CODFISH WITH BRAZIL

TRADE COMMISSIONER A. S. BLEAKNEY

Rio de Janeiro, May 30, 1927.—Statistics published by the Dominion Bureau of Statistics for the fiscal year ended March 31, 1927, show that codfish exports from Canada to Brazil were valued at \$344,651 against \$447,945 in the previous fiscal year, a decline of roughly 26 per cent.

Imports into Rio de Janeiro in calendar year 1926, according to statistics compiled from manifests, totalled 296,026 cases, the principal sources of supply being Great Britain (236,566 cases), Norway (49,658 cases), and Canada (9,782 cases: roughly 3½ per cent).

Conditions in the São Paulo area were better, although in the last three years Norwegian and Scotch fish have been building up a strong position without, however, diminishing the volume sent from Canada. The total figures show the extraordinary power of expansion of this market:—

Total Entries of Codfish into Santos (in cases)

Year	Canadian	Norwegian	Scotch	German	Coastwise	Total
1918.....	16,000	.....	.....	.....	.....	16,100
1919.....	22,400	1,100	.....	.....	.....	23,500
1920.....	44,659	16,904	.....	.....	.....	61,563
1921.....	22,521	14,099	.....	.....	3,210	39,830
1922.....	38,062	14,552	.....	.....	2,225	54,839
1923.....	22,607	23,672	.....	.....	416	46,695
1924.....	20,640	53,893	.....	.....	709	75,242
1925.....	21,567	38,000	13,983	2,392	291	76,233
1926.....	22,519	63,299	37,849	324	6,558	131,163

A careful study of the situation has been made with a view to establishing whether or not there are good prospects of increasing this trade, and the conclusion arrived at is that this business could be doubled so far as the Rio and São Paulo markets are concerned. The question is whether Canadian exporters are in a position to supply the further quantities which could be absorbed.

Canadian fish exports to São Paulo and Rio are shipped largely by two Canadian companies. It is understood that it is only the shore fish (which are promptly cured) which are suitable for Rio and São Paulo, and that these must be cured very hard and dry, which cure can only be satisfactorily arrived at by kiln drying, and that only a few Maritime Province fisheries employ this cure.

Thus the question of the supply of special type of cure for this market seems to be the major factor in the limitation of sales. As the majority of fish firms find a good market for the soft sun-dried fish in Cuba, Porto Rica, and the West Indies at prices which compare favourably with those obtained in Brazil, taking into consideration freight and duty, it apparently pays only the largest exporters to prepare a special cure for this market. Newfoundland, for instance, does not touch Rio and São Paulo, its Brazilian shipments going soft-cured in barrels to Pernambuco by sailing vessels which take about thirty-five days, and in which it is claimed the fish keeps better than in steel vessels.

However, apart from the question of supply—assuming that this could be expanded—and excluding the Pernambuco market, which is a special one controlled largely by two well-known firms who import soft-cured fish in barrels, it is noted that Canadian shipments to Rio and São Paulo are largely limited to November, December, January, and February. Figures compiled by the trade show this trend.

The Canadian arrivals at Rio for 1926 totalled 9,780 cases against 11,113 cases for 1925. Monthly arrivals are thus stated, the figures for 1925 being placed within parentheses: January, 1,687 (2,050); February, 1,908 (810); March, 850 (800); April, 100 (nil); May, 550 (220); June, 200 (nil); July, nil (250); August, nil (250); September, nil (501); October, 749 (750); November, 1,749 (1,725); December, 2,738 (3,777).

While Canadian shipments to Santos show the same tendency, it is not so marked, as during the fiscal year 1926-27 heavy shipments were distributed in September, October, November, December, January, and February. All countries intensify their shipments during the November-to-February period, but they do not fall away almost entirely as Canadian consignments generally do during the months of slack demand.

The reason for this seasonal disappearance from the market is not definitely known here, but it is presumed that it is due to the fact that for the Christmas and Lenten seasons prices are better, and it is not considered by Canadian shippers worth while to ship at other seasons, as Canadian fish of the special brand shipped to São Paulo command a premium over other fish at Christmas and Lent. This premium is much smaller during the off season. The seasonal nature of the trade may also be due to factors affecting supply. The disadvantage, however, of such selling from the point of view of volume is obvious:

a man who closes down his store for part of the year cannot expect to build up a business against one who keeps open all the year round. In Rio and São Paulo there is an all-the-year-round market, although the biggest demand, of course, is in the November-to-February period.

There is every indication that the Rio market can be further exploited by Canadian exporters. While the all-kiln-dried Scotch fish of white colour is preferred in Rio city, there is a big market in the interior behind Rio where Canadian fish, which is considered to be superior in keeping quality to the Scotch, are in good demand. In the interior, with its relatively greater freedom from the competition of the Scotch product, the darker Canadian fish due to preliminary sun curing is under no great handicap. One British firm here believe they could sell 500 cases per month and make immediate sales. In the São Paulo market, the stronghold of Canadian fish, these bring top prices and are considered the standard of codfish. This is believed to be the result of energetic sales organization, and a study of the market by the Canadian exporter. The same thing can be done in Rio. One Canadian firm has done a good business in Rio in the past fiscal year in lingfish, and others can do as well or better. Canadian prices on C.R.C. type fish are 4s. to 5s. too high at present and would have to be reduced at first to establish the type on the market.

NORWEGIAN PRACTICE

Norwegian exporters of codfish do not consign fish to Brazil, but sell outright on credit terms. They find that there is less trouble with collections when credit terms are allowed than when terms are cash against documents, as if the market drops the importers more readily accept a draft than pay cash, as it gives them a chance to turn a loss into a profit. The Norwegians have an agreement to cut off the supply to importers who refuse shipments in bad faith, but in practice, owing to Scotch shippers being outside this agreement, it is not in general effect, and is not maintained even amongst themselves. Norwegian fish are shore fish, are sun-dried, and for the last five years have been after-cured by artificial drying. The Norwegian fish is Government-graded for export and a Government certificate accompanies each shipment. The export grading is different from the domestic and includes four grades: (1) Porto (subdivided in Rio into large and usual), should not contain fish less in weight than 1 kilo 750 grams, and the variation should not be greater than 10 centimetres in length; (2) Imperial (subdivided into large, usual and small); (3) Regular; and (4) Inferior. Norwegian fish all come in under these grades, but bears also the individual trade marks of the individual exporter. It is not as white as the Scotch owing to the preliminary sun cure which darkens them, but is of a very good flavour and popular, especially in São Paulo, and is a better keeper.

SCOTCH PRACTICE

The principal firm exporting Scotch fish to Brazil sell on consignment, which gives them a big advantage in placing quantities. They consign to a large number of houses, shipping as far as possible similar quantities at the same time, and checking one account sales against another. In this way they have weeded out a number of slow accounts and bad price-getters. As one competing firm puts it, their gains on improvements in the market about balance their losses in depressions. This is a daring policy in this market, but as this firm are keeping it up they must find it profitable, unless they use Brazil as a dumping ground. Some half-dozen other important exporters of Scotch fish sell all they can outright and a certain amount on consignment. The Scotch exporters sell all the year round. The fish is generally very white, well sized. It is kiln-dried in kilns heated with coke braziers. The process improves the appearance, but detracts from flavour and keeping qualities. Other exporters

of Scotch fish, and indeed all others, find the competition of the principal Scotch consignment exporter very depressing to prices, as even when prices are low heavy consignments continue to arrive. Such a method may be calculated to freeze out competition, but it will probably be unsuccessful as the other firms will always return to the market when prices are good. The general opinion, however, seems to be that the system gives fair results, with a big turnover, and it is adopted as a permanent policy. The price of Scotch fish has dropped to 10s. per case during the last month. As stocks of other fish were low here, there appeared to be no reason for this drop.* The two largest consignees dropped their prices in stages, however, to the above extent, and all other consignees had to follow suit. This matter of consignment sale of Scotch fish is the biggest difficulty to be contended with in the codfish market in Brazil.

REQUIREMENTS OF THE MARKET

In the São Paulo market Canadian fish is established, "C.R.C." brand being considered standard.

In Rio the fish must be thoroughly hard cured. Thick fish are preferred, and white nape is preferred to black nape. Sizing is a most important point. The Rio market demands a large fish running from about 35 fish per 58-kilo. box. There is also a limited demand for an extra large fish of about 25 fish per box. This type sells for 6 milreis to 10 milreis more per 58 kilos. Smaller sizes than, say, 40 fish per box can be sold in limited quantities, but with a difference below the normal price of as much as 10 milreis per case. At Christmas and Lent there is a readier outlet for the small sizes.

PRICES

The following record of prices of Scotch fish at Rio at the close of each month of 1926 will be of interest as showing the influence of the Christmas and Lent seasons on prices:—

Per 58 Kilos	Average Monthly Value of Dollar	"Especial"	"Superior"	"Saithe"
January	(6\$749)	125\$000/130\$000	120\$000/125\$000	100\$000/110\$000
February	(6\$800)	128\$000/135\$000	122\$000/130\$000	102\$000/112\$000
March	(6\$949)	125\$000/130\$000	120\$000/125\$000	100\$000/110\$000
April	(7\$171)	105\$000/112\$000	100\$000/105\$000	90\$000
May	(6\$808)	100\$000/105\$000	90\$000/100\$000	.....
June	(6\$457)	98\$000/100\$000	90\$000/ 95\$000	75\$000/ 80\$000
July	(6\$443)	95\$000/100\$000	85\$000/ 90\$000	75\$000/ 80\$000
August	(6\$521)	90\$000/ 95\$000	80\$000/ 86\$000	70\$000/ 76\$000
September	(6\$608)	90\$000/ 95\$000	80\$000/ 86\$000	70\$000/ 76\$000
October	(7\$184)	115\$000/117\$000	100\$000/110\$000	90\$000/100\$000
November	(7\$856)	120\$000/125\$000	110\$000/118\$000	105\$000/106\$000
December	(8\$476)	120\$000/125\$000	110\$000/118\$000	105\$000/106\$000

NOTE.—The above prices are "Importer to Wholesaler." The figures before the dollar sign represent milreis. Figures after the dollar sign represent decimals of milreis. Duties at present are about 12 milreis 700 reis (12\$700) per case. Cartage seven hundred reis (\$700) per case. Private warehousing four hundred reis (\$400) per month per case.

Generally speaking, good Norwegian fish realized 2\$000 to 4\$000 per case more than Scotch. While considerable ling from Canada was sold in Rio during 1926, very little cod arrived and it is impossible to compare prices. Good Canadian cod should realize prices more or less similar to Scotch fish.

MEANS OF SELLING

As Canadian sellers are already represented in this market, Canadian exporters who are getting no sales in Rio would do well to review their selling connection as sales are certainly possible, in lingfish at least.

One important British codfish exporting house selling for a number of British producers is anxious to secure a Canadian connection in Rio, and is convinced that immediate sales can be made and a big business in this port built up. (See Trade Inquiry No. 557 on page 29 of this issue.)

* Some members of the trade attribute it to a consignment of German new process fish sold on the market recently 10s. below the market price.

Another important British firm, which has represented a Canadian whisky exporter for many years, are also anxious to secure the representation of a Canadian codfish firm (see Trade Inquiry No. 558 on page 30) for São Paulo.

Both these firms are highly spoken of and could take care of the business of any Canadian codfish exporters anxious to review their present selling connections or to initiate new business.

ARMY SUPPLIES FOR CHINA

Mr. L. M. Cosgrave, Canadian Trade Commissioner, Shanghai, China, writes under date May 31 that during recent events in Shanghai close contact has been maintained with the British military authorities of the defence force. Canada is the chief source of supply for the necessary requirements in food-stuffs. Prices are competitive, and quality and packing satisfactory. Among the products which have been shipped are salmon, apples, potatoes, and canned goods.

TRANSIT TRADE OF BEIRA

Despite the great amount of work remaining to be done in connection with the development of the port of Beira the trade of the territory of the Mozambique Company appears to increase, states the British Consul-General at Laureço Marques. Quoting from the Report for 1926 of the Controller of Customs for Nyasaland, he shows that imports into that Protectorate from the United Kingdom amount in value to £394,000, from British Possessions to £208,000, and from the Company's territory to £131,000. Petrol, paraffin and cotton manufactures are among the principal goods consigned from Beira. With the exception of salt, sugar and coal, the greater proportion of imports is made up by the smaller Nyasaland merchants, who find it more convenient to buy in Beira than to indent direct.

FOREIGN TRADE OF FINLAND IN 1926

The Finnish Consulate-General in London reports that during the year under review imports into and exports from Finland amounted in value to £29,324,352 and £29,188,083 as compared with £28,598,445 and £28,878,238 respectively in 1925. The following table shows the quantities of the leading imports (in tons) in 1926, those for 1925 being placed in parentheses: coal and coke, 566,930 (611,929); rye, not ground, 148,958 (155,266); wheat, flour and groats, 86,145 (112,040); rice and rice grain, 15,286 (15,626); sugar, 33,986 (111,029); coffee, 13,230 (18,920); fertilizers, 172,124 (105,159); bran, 72,962 (46,508); oilcakes, 20,934 (12,560); pig-iron, 20,023 (15,160); cement, 47,295 (15,058); mineral oil, 28,590 (36,071).

The chief exports of Finnish products included: sawn timber, 1,120,308 standards, as against 1,031,722 standards in 1925; timber, not sawn, 3,495,061 cubic metres (3,512,938 cubic metres); paper, 218,293 tons (216,806 tons); chemical wood-pulp, sulphite, 268,891 tons (224,720 tons); sulphate, 81,650 tons (77,678 tons); mechanical pulp, 72,912 tons (73,041 tons); pulp boards, 42,220 tons (51,041 tons); plywood, 50,497 tons (43,900 tons); bobbins, 6,033 tons (6,826 tons); butter, 13,212 tons (13,191 tons); cheese, 2,887 tons (3,820 tons); and matches, 4,899 tons (3,988 tons).

TARIFF CHANGES AND CUSTOMS REGULATIONS

South African Tariff Changes

With reference to the article in *Commercial Intelligence Journal* No. 1216 (May 21, 1927, page 617) concerning the 1927 Budget of the Union of South Africa, Mr. G. R. Stevens, Canadian Government Trade Commissioner at Cape Town, cabled that the tariff amendment as reported has passed with the decreases in duty effective as from June 24.

British Guiana Tariff Preference on Flour

The list of British Guiana tariff changes published in *Commercial Intelligence Journal* No. 1211 (April 16, 1927, page 474), through a printer's error, did not include the new duties on flour. The revised British Guiana tariff on flour of wheat or other grain is 90 cents per barrel of 196 pounds British preferential tariff, which applies to Canada, and \$1.38 per barrel general tariff, which applies to all non-British countries. There is a surtax of 25 per cent of the duty on each of these rates, in the case of wheaten flour, and a surtax of 30 per cent of the duty in the case of flour and of other grain. The new tariff has been in force since March 1, 1927. The British preferential rate is the same as before, but the general tariff was formerly \$1.15 per barrel. The same surtaxes were in force.

Changes in Mexico: Raw Hemp, Jute, etc.

The Trade Commissioner in Mexico City, writing under date June 14, 1927, advises that changes have been made in the customs tariff on raw hemp, jute, and on articles manufactured from these fibres. These changes are destined to protect the local industry. Particulars may be obtained on application to the Department of Trade and Commerce, Ottawa.

Colombia Reduces Duty on Certain Food Products

According to advices from the British Minister in Bogota, the Colombian Government has reduced import duties on various food products, among the articles affected being wheat reduced from 3 centavos per kilog. to one centavo; wheaten flour reduced from 8 to 4; lard, meat, salted or jerked, from 10 to 5; potatoes from 3 to free; refined sugar from 12 to 5; maize from 4 to 1. The kilog. equals 2.2 pounds; and the centavo is nearly the equivalent of one Canadian cent. The commodities in question are also exempt from the payment of consular dues and surcharges on customs duties. The surcharges have been the equivalent of about 17.7 per cent of the duty. Temporary reductions in some of these products had been made in September, 1926.

Mailing Invoice Forms to Cuban Consuls

Mr. Luis Sotto, Acting Consul for Cuba in Montreal, advises that in order to facilitate certification of consular invoice forms for shippers located at places where there is no consular representative, the Cuban Government has directed consuls to accept invoices by mail, provided that the signature of the exporting firm has been previously registered with the consul. Exporting firms wishing to take advantage of this privilege are advised that in sending their signatures for registration to a Cuban consul the signature is to be accompanied by an affidavit taken before a notary testifying to the genuineness of the firm and the signature in question.

FOREIGN EXCHANGE QUOTATIONS FOR THE WEEK ENDING JUNE 27, 1927

The Foreign Exchange Department of the Bank of Montreal has furnished the following statement of the nominal closing quotations for all the principal exchanges for the week ending June 27, 1927. Those for the week ending June 20, 1927, are also given for the sake of comparison.

Country	Monetary Unit	Parity	Week Ending	Week Ending
			June 20, 1927	June 27, 1927
Britain	£	\$4.86 $\frac{3}{4}$	\$4.8608	\$4.8637
Belgium	Belga	.1390	.1390	.1391
Czecho-Slovakia	Crown	.20263	.0296	.0296
Finland	Mark	.0252	.0252	.0252
France	Fr.	.1930	.0391	.0392
Holland	Florin	.4020	.4010	.4016
Italy	Lire	.1930	.0559	.0568
Spain	Pes.	.1930	.1717	.1699
Portugal	Esc.	1.0805	.0504	.0500
Switzerland	Fr.	.1930	.1925	.1927
Germany	Reichs Mk.	.2382	.2372	.2373
Greece	Dr.	.1930	.0138	.0137
Norway	Kr.	.2680	.2587	.2591
Sweden	Kr.	.2680	.2683	.2684
Denmark	Kr.	.2680	.2675	.2676
Austria	Schilling	.1407	.1412	.1412
Japan	Yen	.4985	.4681	.4720
Siam	Tical	.3709	.4525	.4525
India	Rupee	.3650	.3643	.3643
United States	\$	1.0000	1.0009	1.0014
Mexico . . . . .	\$	.4985	.4652	.4645
Argentine Rep.	Peso (Paper)	.4244	.4212	.4243
Brazil	Mil.	.5462	.1181	.1180
Jamaica	£	4.86 $\frac{3}{4}$	4.8500	4.8500
British Guiana	\$	1.0000	1.0050—1.0175	1.0050—1.0175
Barbados	\$			
Trinidad	\$			
Dominica	\$			
St. Kitts	\$			
Grenada	\$	1.0000	1.0050—1.0175	1.0050—1.0175
St. Vincent	\$			
Tobago	\$			
China	Taël	.....	.6275	.6325
Batavia, Java	Guilder	.4020	.4008	.4005
Peru	Libra	4.8665	3.7500	3.6600
Singapore, Str. Settlement . . . . .	\$	.5678	.5612	.5612

TRADE INQUIRIES FOR CANADIAN PRODUCTS

Since the publication of the last *Commercial Intelligence Journal* there have been received the following inquiries for Canadian products. The names of the firms making these inquiries, with their addresses, can be obtained only by those specially interested in the respective commodities upon application to: "THE COMMERCIAL INTELLIGENCE BRANCH OF THE DEPARTMENT OF TRADE AND COMMERCE, OTTAWA," OR THE BOARDS OF TRADE AT ST. JOHN, HALIFAX, QUEBEC, SHERBROOKE, MONTREAL, TORONTO, WOODSTOCK, ST. MARY'S (ONT.), PORTAGE LA PRAIRIE, ST. BONIFACE (MAN.), WINNIPEG, VANCOUVER, NEW WESTMINSTER, AND PRINCE RUPERT; THE CHAMBERS OF COMMERCE AT BELLEVILLE, PETERBOROUGH, HAMILTON, ST. CATHARINES, STRATFORD, BRANTFORD, LONDON, ST. THOMAS, SARNIA, AND VICTORIA (B.C.); THE CHAMBRE DE COMMERCE, DISTRICT OF MONTREAL; BORDER CHAMBER OF COMMERCE, WINDSOR; THE CANADIAN MANUFACTURERS' ASSOCIATION OFFICES AT TORONTO, MONTREAL, WINNIPEG, EDMONTON, VANCOUVER, AND VICTORIA; AND THE KITCHENER AND WATERLOO MANUFACTURERS' ASSOCIATION, KITCHENER (ONT.).

Foodstuffs

557. CODFISH.—A British firm, having a British representative in Brazil selling dried codfish only, wish to secure the representation of a Canadian exporter of fish suitable for Brazil, on commission or consignment. *Del credere* assumed if desired.

558. **CODFISH.**—British firm in São Paulo, Brazil, wish to represent Canadian firm exporting codfish suitable for Brazil, on a commission basis.

559. **CANNED FISH.**—Dutch importer is desirous of entering into relation with Canadian exporters of canned fish with a view to sole representation for Holland.

560. **CANNED SALMON.**—Rotterdam concern is interested in connections with Canadian exporters.

561. **CANNED SALMON.**—Amsterdam concern desires to establish connections with Canadian exporters.

562. **CANNED SALMON.**—Rotterdam firm are desirous of representing Canadian exporters.

563. **SARDINES (CANNED).**—Dutch firm are desirous of entering into relations with Canadian exporters.

564. **WHEAT FLOUR.**—Dutch concern would like to hear from Canadian exporters of wheat flour, with a view to sole representation for Holland.

565. **HONEY.**—Dutch firm are interested in connections with Canadian exporters.

566. **HONEY.**—Amsterdam firm would be glad to hear from Canadian exporters.

567. **HONEY.**—Dutch importer is desirous of establishing connections with Canadian exporters of honey in tins and barrels.

568. **HONEY.**—Dutch agent desires to establish connections with Canadian exporters.

569. **HONEY.**—Dutch firm is interested in connections with Canadian exporters of honey, with a view to sole representation for Holland.

570. **EVAPORATED APPLES.**—Dutch importer is desirous of establishing relations with Canadian exporters of evaporated apples in slices and quarters.

571. **EVAPORATED APPLES.**—Amsterdam firm would be glad to hear from Canadian exporters of evaporated apple slices and sun-dried apple quarters.

572. **DRIED FRUITS.**—Agent in Amsterdam is desirous of entering into relations with Canadian exporters of dried fruits.

573. **DRIED BUTTERMILK.**—A firm in Hamburg, Germany, wish to get in touch with Canadian exporters.

574. **PACKING-HOUSE PRODUCTS.**—Rotterdam firm would be glad to hear from Canadian exporters of packing-house products.

575. **PACKING-HOUSE PRODUCTS.**—Rotterdam concern are desirous of entering into relations with Canadian exporters.

Miscellaneous

576. **APPLE WASTE.**—Dutch importer is desirous of establishing connections with Canadian exporters of dried skins and cores, packed in bags or barrels.

577. **GRAIN.**—Rotterdam firm are interested in establishing connections with Canadian exporters of grain, with a view to representing them in Holland.

578. **RICE BRAN.**—A firm of agents in Hamburg, Germany, wish to get in touch with Canadian exporters of rice bran.

579. **LINSEED CAKE.**—A firm of agents in Hamburg, Germany, wish to get in touch with Canadian exporters.

580. **ROLLED OATS.**—Amsterdam firm desire to enter into relations with Canadian millers.

581. **ROLLED OATS.**—Dutch buyers of rolled oats would like to get in touch with Canadian millers of this product, provided these firms are not already represented in Holland.

582. **BARLEY.**—Dutch importer is desirous of establishing relations with Canadian exporters.

583. **MAIZE.**—Rotterdam importer desires connections with Canadian exporter.

584. **PILCHARD MEAL.**—Canadian exporters of pilchard meal should submit samples and c.i.f. quotations to a firm in Rotterdam.

585. **PILCHARD MEAL.**—A firm of agents in Hamburg, Germany, wish to get in touch with Canadian exporters.

586. **BEES' WAX.**—Amsterdam agent would be glad to get in touch with Canadian firms desirous of exporting bees' wax to Holland, with a view to sole representation for Holland.

587. **PAINTS AND VARNISHES.**—Dutch importers desire c.i.f. offers on paints and varnishes (motor car and aeroplane).

588. **SHOE NAILS AND FINDINGS.**—Montevidean importer is interested in receiving samples and quotations of shoe nails and other shoe findings.

589. **ASBESTOS FIBRE.**—Dutch agent is desirous of getting in touch with Canadian exporters of asbestos fibre, with a view to acting as sole representative for Holland.

590. **ASBESTOS PACKING AND POWDER.**—Buenos Aires importer is interested in receiving samples and quotations on all classes of steam and insulating packings and asbestos powder.

591. **ALUMINIUM.**—Buenos Aires importer wishes to hear from Canadian producers of ingot and sheet aluminium.

592. **SHEET IRON.**—Importer in Montevideo will examine samples and quotations of sheet iron for trunk covering decorated and stamped.

593. **SHOVELS.**—Buenos Aires firm wish to hear from Canadian manufacturers of steel shovels. Shovel must be of type shown in photograph on file. Samples and c.i.f. quotations should be sent to Canadian Trade Commissioner, Buenos Aires.

594. WALL BOARDS.—Buenos Aires firm of importers are interested in receiving samples and c.i.f. quotations on wall boards.

595. WOODEN HANDLES.—Buenos Aires firm wish to hear from Canadian manufacturers of wooden handles for picks and shovels, \$1.60 per dozen c.i.f. Buenos Aires.

596. WOODEN WHEELBARROWS.—Buenos Aires importer requests catalogues from Canadian manufacturers of wooden wheelbarrows with iron wheel; prices must not exceed \$44 a dozen c.i.f. Buenos Aires.

597. PATENT LEATHER.—Uruguayan importer will be pleased to examine quotations and samples of patent leather.

PROPOSED SAILINGS FROM CANADIAN PORTS

(The sailing dates are approximate and subject to change without notice)

From Montreal

To ANTWERP.—Canadian Trapper, July 4; Canadian Raider, July 14; Canadian Rancher, July 23—all C.G.M.M.; Brandon, July 9; Marburn, July 20; Bothwell, July 23—all Canadian Pacific.

To AVONMOUTH.—Colonian, July 9; Huronian, July 23—both White Star-Dominion; Salacia, Cunard Line, July 16.

To BELFAST, LONDONDERRY, CORK AND DUBLIN.—Lord Downshire, Head Line, July 27.

To CARDIFF AND SWANSEA.—Canadian Leader, July 15; Canadian Mariner, July 29—both C.G.M.M.

To DUNDEE.—Cairnross, Thomson Line, July 16.

To GLASGOW.—Metagama, July 7; Meita, July 21—both Canadian Pacific; Athenia, July 16; Leitia, July 23—both Cunard Line.

To HULL.—Comino, July 16; Bay State, July 30—both Furness Line.

To LIVERPOOL.—Minnedosa, July 8; Montclare, July 16; Montrose, July 22; Montcalm, July 29—all Canadian Pacific; Regina, July 7; Calgaric, July 13; Megantic, July 16; Doric, July 23; Albertic, July 30—a White Star-Dominion; Andania, July 8; Modavia, July 22—both Cunard Line.

To LONDON.—Brandon, July 9; Balfour, July 16; Bothwell, July 23; Bolingbroke, July 30—all Canadian Pacific; Canadian Trapper, July 4; Canadian Raider, July 14; Canadian Rancher, July 23—all C.G.M.M.; Ausonia, July 8; Antonia, July 16; Ascania, July 22; Alaunia, July 29—all Cunard Line; Comino, July 16; Bay State, July 30—both Furness Line.

To MANCHESTER.—Manchester Producer, July 7; Manchester Citizen, July 14; Manchester Division, July 21; Manchester Regiment, July 28—all Manchester Liners.

To NEWCASTLE AND LEITH.—Cairntorr, July 9; Cairnross, July 16; Cairnvalona, July 21; Cairnglen, July 30—all Thomson Line.

To HAMBURG.—Scatwell, July 13; Cairndhu, July 27—both Thomson Line; Brant County, July 5; Hada, July 18—both Intercontinental Transports Ltd.

To HAVRE.—Porsanger, Intercontinental Transports Ltd., July 15.

To ROTTERDAM.—Golden Gate, July 7; Grey County, July 25—both Intercontinental Transports Ltd.; Hardenburg, Thos. Hardling & Son, July 15.

To COPENHAGEN AND BALTIC PORTS.—Gorm, July 12; Frode, July 29—both Scandinavian-American Line.

To OSLO, TRONDHJEM, BREIDEN AND STAVANGER.—Topdalsfjord, July 15; Idefjord, July 30—both Norwegian-American Line.

To ITALIAN PORTS.—Valverde, July 7; Valperga, July 21—both Lloyd Mediterraneo Italian Service.

To SOUTH AMERICAN PORTS.—Aboukir, Canadian South American Line, July 15.

To SOUTH AND WEST AFRICAN PORTS.—Fantee, Elder Dempster Line, July 15.

To AUSTRALIAN PORTS.—Canadian Conqueror, C.G.M.M., July 9; Marken, New Zealand SS., July 16.

To NEW ZEALAND PORTS.—Schewen, New Zealand SS., July 23; Canadian Challenger, C.G.M.M., July 25.

To St. Kitts, ANTIGUA, BARBADOS, TRINIDAD AND DEMERARA.—Canadian Runner (calls at Guadeloupe), July 14; Canadian Squatter, July 28—both C.G.M.M.; Margaret (also calls at Bermuda, Nevis, Montserrat, Dominica, St. Lucia, St. Vincent and Grenada), Ocean Dom. SS., July 9.

To BERMUDA, BAHAMAS, JAMAICA AND BRITISH HONDURAS.—Canadian Fisher, C.G.M.M., July 13.

To St. John's, NFLD. (via CHARLOTTETOWN).—Canadian Sapper, C.G.M.M., July 21; Copthorne, Intercontinental Transports Ltd., July 8.

To CORNERBROOK, NFLD.—New Northland, July 6, July 20; Nayarit, July 11, July 25—both Clarke SS. Co.

From Quebec

TO CHERBOURG, SOUTHAMPTON AND ANTWERP.—Montnairn, July 13; Montroyal, July 26—both Canadian Pacific.

TO SOUTHAMPTON AND HAMBURG.—Empress of Australia, July 6; Empress of Scotland, July 20; Empress of France, July 27.

From St. John

TO BERMUDA, ST. KITTS, ANTIGUA, MONTSERRAT, DOMINICA, ST. LUCIA, BARBADOS, ST. VINCENT, GRENADA, TRINIDAD AND DEMERARA.—Canadian Carrier, July 16; Canadian Pathfinder, July 30—both C.G.M.M.

From Halifax

TO LIVERPOOL.—Newfoundland, July 13; Nova Scotia, July 30—both Furness, Withy.

TO ST. JOHN'S, Nfld.—Newfoundland, July 13; Nova Scotia, July 30—both Furness, Withy; Farnorth, July 5, July 16; Sambro, July 18—both Farquhar SS.; Nerissa, July 12, July 26; Silvia, July 5, July 19—both Red Cross Line.

TO EAST COAST NEWFOUNDLAND PORTS.—Sambro, Farquhar SS., July 18.

TO SOUTH COAST NEWFOUNDLAND PORTS AND ST. PIERRE MIQUELON.—Skipper, Farquhar SS., July 8, July 22; Pro Patria, French Mail Service, July 5, July 19.

TO WEST COAST NEWFOUNDLAND PORTS.—Fernfield, Farquhar SS., July 6, July 20.

TO BERMUDA, ST. KITTS, NEVIS, ANTIGUA, MONTSERRAT, DOMINICA, ST. LUCIA, BARBADOS, ST. VINCENT, GRENADA, TRINIDAD AND DEMERARA.—Canadian Skirmisher, July 15; Canadian Cartier, July 29—both C.G.M.M.; Haraldshang, July 7; Adolf Bratt, July 21—both Pickford & Black.

TO SANTIAGO (CUBA) AND KINGSTON (JAMAICA).—Caledonia, July 13; Andalusia, July 27—both Pickford & Black.

TO BORDEAUX AND VIGO (SPAIN).—Roussillon, July 5; La Bourdonnais, July 25—both French Line.

From Vancouver

TO YOKOHAMA, KOBE, NAGASAKI, SHANGHAI, HONG KONG AND MANILA.—Empress of Russia, Canadian Pacific, July 21.

TO YOKOHAMA, KOBE, MOJI AND SHANGHAI.—Arizona Maru, Osaka Shosen Kaisha, July 5.

TO YOKOHAMA, KOBE, DAIREN AND SHANGHAI.—Paris Maru, Osaka Shosen Kaisha, July 23.

TO YOKOHAMA, KORE, MIKE AND HONG KONG.—Protesilaus, July 5; Talthybius, July 26—both Blue Funnel Line.

TO MELBOURNE, AUCKLAND AND SYDNEY.—Wairuna, Canadian-Australasian Line, July 12.

TO MELBOURNE, SYDNEY AND BRISBANE.—Montague, July 4; West Carmona, July 30—both American-Australian Line.

TO AUCKLAND, WELLINGTON, LYTTELTON AND DUNEDIN.—West Islip, American-Australian Orient Line, July 18.

TO HAMBURG, ANTWERP AND BREMEN.—Seekonk, July 14; Indien, Aug. 2—both United American Line.

TO WEST COAST UNITED KINGDOM PORTS.—Canadian Highlander, C.G.M.M., July 23.

TO MANCHESTER.—Pacific Trader, July 7; London Merchant, July 21—both Furness (Pacific) Ltd.

TO MARSEILLES, BARCELONA, GENOA, LEGHORN, NAPLES, VENICE AND TRIESTE.—Rialto, Navigazione Libera Triestina, July 25.

TO HAVRE, ANTWERP AND BORDEAUX.—Indiana, July 25; La Marseillaise, Aug. 5—both Cie. Gle. Transatlantique.

TO LIVERPOOL, SOUTHAMPTON, LONDON AND ROTTERDAM.—Nebraska, North Pacific Coast Line, July 15.

TO GLASGOW, HAMBURG, ROTTERDAM AND ANTWERP.—Westerdyk, July 12; Sabor, July 27—both North Pacific Coast Line.

TO TRINIDAD AND OTHER WEST INDIAN PORTS.—Dansborg, Canadian Transport Company, July 15.

TO KINGSTON, JAMAICA.—Canadian Highlander, C.G.M.M., July 23.

LISTS OF ACTS ADMINISTERED AND PUBLICATIONS ISSUED BY THE DEPARTMENT OF TRADE AND COMMERCE

Applications for these Acts of Parliament and other publications in this list, together with remittances for the same, should be addressed to the King's Printer, Government Printing Bureau, Ottawa, marked "Attention Chief Clerk of Distribution".

Copper Bars and Rods Bounty Act. Copyright Act.
Electricity and Fluid Exportation Act. Electricity Inspection Act.
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Grain Act. Hemp Bounty Act. Inland Water Freight Rates Act.
Patent Act. Statistics Act. Trade Mark and Design Act.
Timber Marking Act. Inspection of Water Meters Act.
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MISCELLANEOUS

Annual Report of the Department of Trade and Commerce. (Price 10 cents.)
Annual Report of the Board of Grain Commissioners for Canada. (Price 25 cents.)
Annual Report of Weights and Measures, Electricity and Gas. (Price 10 cents.)
Canada-British West Indies-Bermuda-British Guiana-British Honduras Trade Agreement (1925). (Price 10 cents.)
Canada West Indies Conference (1920). (Price 25 cents.)
Canada-West Indies Conference Report, (1925). (Price \$1.)
Dominion Grain Research Laboratory (1920). (Price 10 cents.)
Electrical Standards and their application to Trade and Commerce.
Final Report of the Fuel Controller (1920).
Grain Inspection in Canada (1914). (Price 25 cents.)
List of Licensed Elevators, etc. (Price 50 cents.)
Motion Pictures, Catalogue of. (Price 10 cents.)
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PUBLICATIONS OF THE COMMERCIAL INTELLIGENCE SERVICE

NOTE.—Publications of the Commercial Intelligence Service are free to subscribers to the Commercial Intelligence Journal.

Commercial Intelligence Journal Weekly (In English and French), containing Reports of Trade Commissioners and other Commercial Information. Annual Subscription: In Canada, \$1; single copies, 5 cents. Outside Canada \$3.50; single copies, 10 cents.
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Peru as a Market for Canadian Products (1926). (Price 25 cents.)
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West Africa and its Opportunities for Canadian Trade (1921). (Price 25 cents.)

PUBLICATIONS OF THE DOMINION BUREAU OF STATISTICS

The following is an abbreviated list of publications of the Bureau of Statistics.

Census of Canada.
Census of Prairie Provinces (1916).
Miscellaneous Statistics respecting the following: Criminal; Education; Finance (Provincial and Municipal); Transportation, including railways and tramways, express, telegraphs, telephones water, etc.; Production, including agriculture, furs, fisheries, forestry, mining and manufactures; Vital (annual and monthly).
Monthly Bulletin of Agricultural Statistics
Sixty Years of Canadian Progress (1927). (Price 10 cents.)
Year Book of Canada.
Report of the Dominion Statistician, Annual.
Trade of Canada (Imports and Exports), Annual and Monthly.
Trade (Internal), including grain, live stock, coal prices, etc.

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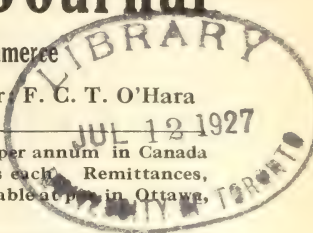
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PRELIMINARY REPORT OF THE TRADE OF CANADA, 1926-27

The Dominion Bureau of Statistics has just issued the Condensed Preliminary Report on the Trade of Canada for the fiscal year ended March 31, 1927. This review and analysis of Canada's external trade is presented this year in enlarged and elaborated form, along lines which met with approval last year.

In the introduction to the report, the volume and value of the Dominion's external commerce, its fluctuations, distribution and routes of transportation, are examined in respect to both current conditions and variations of recent occurrence, including several analytical tables now published for the first time. Canada's progress and present position among the great trading nations are explained in particular detail.

Last year tables analysing the trade with fifty-four British and foreign countries were added to the report—a feature that elicited many requests for further statements of similar character. This year accordingly the number of such tables has been increased, so that the report now gives (with the United Kingdom and the United States figures) particulars of the commerce of Canada with seventy-seven other countries.

Statistics for the fiscal year ended March 31, 1927, are unrevised; those for earlier years are final.

Copies of this report may be obtained on application to the Dominion Statistician, Dominion Bureau of Statistics, Ottawa.

MR. CORMACK TO VISIT VENEZUELA AND COLOMBIA

Mr. James Cormack, Canadian Trade Commissioner in Trinidad, is expected to open a new office of the Trade Commissioner Service in Cuba at the end of September. Prior to taking up his new duties, Mr. Cormack intends to visit part of the territory that has been assigned to him—Venezuela, Colombia, and Curacao. Mr. Cormack sails from Halifax on the *Canadian Skirmisher* on July 15. Canadian firms interested in these countries are requested to communicate with him by writing to the steamship or to the Canadian Trade Commissioner's office in Trinidad.

REVIEW OF AUSTRALIAN TRADE, 1925-26

TRADE COMMISSIONER D. H. ROSS

I

IMPORTS AND LOCAL TRADE

Melbourne, May 27, 1927.—From the recently published trade returns of the Commonwealth it is now possible to illustrate the trend of Australian trade with all countries, and more particularly with Canada, during the fiscal year of 1925-26. Comparative figures, with some previous years, are also tabulated.

The total value of Australia's oversea trade during 1925-26 was £300,200,387 as compared with a trade of £319,173,455 during the previous year. The value of imports declined from £157,143,296 in 1924-25 to £151,638,178, while exports showed a reduction of over thirteen millions, the figures for the respective years being £162,030,159 and £148,562,209. Imports of merchandise during 1925-26 were valued at £151,217,425 compared with £146,601,489 during the previous year. The specie and bullion imported during the two years were: 1925-26, £420,753; and in 1924-25, £10,542,807.

Australia traded with 127 separate countries during the last fiscal year, imports being received from 121 countries, while exports were shipped to 90 countries.

British countries supplied Australia with goods valued at £85,627,242 during 1925-26, or 56.5 per cent of the total imports. The balance, £66,010,936 (43.5 per cent), was obtained from foreign countries. The proportions from British and foreign countries for the preceding year were 57.7 per cent and 42.3 per cent respectively.

The United Kingdom provided 43.9 per cent of the total imports into Australia during 1924-25 and 43.4 per cent during the following year. The value of goods purchased from Britain during last year was £65,840,655.

British countries which supplied Australia with comparatively large quantities of imports were: India (£6,626,036); Canada (£3,754,425); New Zealand (£2,651,062); British Malaya (£1,701,508); and Ceylon (£1,614,084). Considerable quantities of goods were received from the Pacific islands and the South African Union. The decline in the percentage of imports received from British possessions during 1925-26 as compared with 1924-25 was due to the lower value of imports from South Africa, the respective values being £5,197,215 and £897,306. It is pointed out, however, that the figures for 1924-25 include gold valued at £4,725,342, which abnormally increased the imports from that country during the year. It is of interest to note that, compared with the previous year, the imports, exclusive of gold, to Australia from the principal British possessions showed increasing trade.

COMPARATIVE TABULATION OF AUSTRALIAN TRADE, 1923-24 TO 1925-26

In recapitulating the total trade of the Commonwealth for the last three fiscal years, the figures in the appended schedule explain themselves:—

	1923-24	1924-25	1925-26
Australian imports.	£140,618,293	£157,143,296	£151,638,178
Australian exports.	119,487,164	162,030,159	148,562,209
Total trade	£260,105,457	£319,173,455	£300,200,387
Total trade per head	£ 45.4.9	£ 54.6.10	£ 50.2.0
Imports increase 1924-25 over 1923-24.			£16,525,003
Imports decrease 1925-26 from 1924-25.			5,505,118
Exports increase 1924-25 over 1923-24.			42,542,995
Exports decrease 1925-26 from 1924-25.			13,467,950
Total trade increase 1924-25 over 1923-24			59,067,998
Total trade decrease 1925-26 from 1924-25			18,973,098

OVERSEA TRADE OF THE DIFFERENT STATES

The relative trading importance of each Australian state is illustrated in the appended schedule showing the value of imports and exports in 1924-25 and 1925-26. The principal ports at which the imports were landed and the exports shipped were, respectively, Sydney, Melbourne, Brisbane, Adelaide, Fremantle, Hobart, and Darwin.

	1924-25 Imports	1925-26 Imports	1924-25 Exports	1925-26 Exports
New South Wales	£ 66,321,757	£ 64,009,929	£ 60,077,094	£ 54,001,814
Victoria.	54,289,690	50,327,055	41,641,979	33,107,576
Queensland	12,833,375	13,772,854	24,441,600	26,384,916
South Australia.	13,970,327	14,079,788	19,225,027	19,450,144
West. Australia.	8,026,452	7,896,174	12,859,498	12,611,631
Tasmania.	1,681,059	1,518,210	3,243,017	2,970,226
North. Territory	20,636	34,168	41,944	35,902
	£157,143,296	£151,638,178	£162,030,159	£148,562,209

AUSTRALIAN IMPORTS IN 1924-25 AND 1925-26

The appended comparative return illustrates the value of Australian importations of British and foreign goods and products during the last two fiscal years:—

	1924-25	1925-26	+Increase —Decrease
United Kingdom	£ 69,047,807	£ 65,840,655	—£3,207,152
Canada.	3,384,712	3,754,425	+ 369,713
Other British Countries	18,260,174	16,032,162	— 2,228,012
Total British countries	£ 90,692,693	£ 85,627,242	— 5,065,451
Total foreign countries	66,450,603	66,010,936	— 439,667
Total imports	£157,143,296	£151,638,178	—£5,505,118

COMPARISON OF FREE WITH DUTIABLE IMPORTS

The appended schedule gives the figures relating to the free and dutiable imports into Australia with the customs duties collected:—

	1924-25	1925-26	+Increase —Decrease
Free imports of merchandise into Australia	£ 49,827,415	£ 55,389,337	+£5,561,922
Dutiable imports of merchandise into Australia	96,773,074	95,828,088	— 944,986
Specie and bullion imports	10,542,807	420,753	—10,122,054
Total imports	£157,143,296	£151,638,178	— 5,505,118
Customs duties collected	27,081,300	28,401,450	+ 1,320,150

It will be observed that while the 1925-26 imports declined by £5,505,118 in comparison with the previous year, the customs revenue increased by £1 320,150, doubtless, in the main, caused by reason of substantial increases in the tariff.

AUSTRALIAN IMPORTS FROM BRITISH COUNTRIES, 1924-25 AND 1925-26

In the first portion of this review some particulars are given relative to the value of Australian importations from some British countries, but the appended tabulation conveys data in respect to the values from each British possession. The figures are submitted for general information, thus:—

	1924-25		1925-26	
		Per Cent		Per Cent
United Kingdom.. . . .	£69,047,807	43.93	£65,840,655	43.42
Canada	3,384,712	2.15	3,754,425	2.48
Ceylon	1,587,738	1.01	1,614,084	1.07
India	6,423,364	4.09	6,626,036	4.37
Malaya (British)	612,314	0.39	1,701,508	1.12
New Zealand	2,196,566	1.40	2,651,062	1.75
Pacific Islands—				
Fiji	26,241	0.02	35,841	0.02
Territory of New Guinea..	261,032	0.17	327,683	0.22
Other Islands	1,133,488	0.72	1,049,220	0.69
Papua	295,199	0.19	397,906	0.26
South African Union	5,197,215	3.31	897,306	0.59
Other British possessions	527,017	0.33	731,520	0.48
Total British countries. . .	£90,692,693	57.71	£85,627,242	56.47

AUSTRALIAN IMPORTS FROM FOREIGN COUNTRIES, 1924-25 AND 1925-26

The value and percentage of imports into the Commonwealth from foreign countries during the last two fiscal years are given in the appended schedule:—

Country of Origin	1924-25		1925-26	
		Per Cent		Per Cent
Belgium	£ 901,324	0.57	£ 850,276	0.56
China.. . . .	751,960	0.48	691,751	0.46
France	4,216,457	2.68	3,758,740	2.48
Germany.. . . .	2,259,691	1.44	2,821,789	1.86
Italy	1,506,383	0.96	1,446,618	0.95
Japan	4,146,234	2.64	4,372,083	2.88
Netherlands.	705,880	0.45	818,786	0.54
Netherlands East Indies. . . .	5,640,881	3.59	6,191,895	4.08
Norway	1,458,112	0.93	1,106,234	0.73
Pacific Islands.. . . .	127,402	0.08	129,028	0.09
Philippine Islands	249,168	0.16	311,457	0.21
Sweden	1,638,004	1.04	1,871,123	1.23
Switzerland	2,327,565	1.48	1,997,768	1.32
United States	38,728,814	24.65	37,234,257	24.55
Other foreign countries	1,792,728	1.14	2,409,131	1.59
Total foreign countries. . .	£66,450,603	42.29	£66,010,936	43.53

Imports from the United States represented approximately one-fourth of the total value of importations from all countries. In 1925-26 the imports of merchandise from the United States showed a substantial increase as in the previous year the figures included gold valued at £5,628,334 as against £664 in 1925-26. In sequence to the United States, the other chief sources of supply were the Dutch East Indies (£6,191,895); Japan (£4,372,083); France (£2,758,740); Germany (£2,821,789); Switzerland (£1,997,768); Sweden (£1,871,123); and Italy (£1,446,618).

AUSTRALIAN EXPORTS IN 1923-24 TO 1925-26

In the following schedule the total value of the exports from the Commonwealth for the years under review illustrate Australian trade within the Empire and with foreign countries:—

	1923-24	1924-25	1925-26
United Kingdom	£ 45,508,323	£ 69,147,229	£ 61,547,790
Canada	235,947	716,953	858,934
Other British possessions	14,732,698	16,096,049	16,005,680
Total British countries	£ 60,476,958	£ 85,960,231	£ 78,412,404
Total foreign countries	59,010,196	76,069,928	70,149,805
Grand total exports	£119,487,164	£162,030,159	£148,562,209

The decline in the value of exports from Australia during 1925-26 was due to the reduced quantities of wheat and butter exported. The value of wheat sent abroad during 1924-25 was £34,613,713 as against £17,187,388 during the following year. Butter exports declined from £10,006,081 to £7,006,830 in the same period.

The value of Australian wool shipped overseas was £63,263,145 in 1924-25 and £63,209,876 in 1925-26. Exports of sugar increased from £2,091,279 in 1924-25 to £5,253,156 in 1925-26. Meat, flour, and industrial metals were exported in larger quantities during 1925-26, but the increases were not outstanding.

The value of gold specie and bullion included in the export figures for 1925-26 was £4,352,089 as compared with £942,177 during the previous year.

British countries took 52.8 per cent of the total exports from Australia during 1925-26, while foreign countries took 47.2 per cent. The value of exports to the United Kingdom during the year was £61,547,790, or 41.4 per cent of the total. These figures show a decline as compared with the previous twelve months, when the exports were £69,147,229, or 42.7 of the total.

This decline in the proportion taken by the United Kingdom was almost counterbalanced by the increase in the percentages to British possessions, which moved from 10.4 per cent to 11.4 per cent.

France ranks next to the United Kingdom as a purchaser of Australian exports, with 12.5 per cent. The value of this proportion was £18,549,742. The value of exports to the United States during 1925-26 was £12,953,877, or 8.7 per cent of the total. Included in this amount was gold specie valued at £3,000,000. Other countries which took comparatively large quantities of Australian exports were: Japan (7.4 per cent); Germany (4.7 per cent); Belgium (4.2 per cent); New Zealand (3.3 per cent); Italy (3.1 per cent); and India (2.3 per cent).

EXPORTS OF SHIPS' STORES

The value of stores shipped on board overseas vessels in Australian ports is not included in the general exports. The figures in recent years are shown thus:—

	1923-24	1924-25	1925-26
Ships' stores exported	£2,614,948	£2,714,562	£2,773,422

MERCHANDISE AND SPECIE EXPORTS COMPARED

The following schedule shows the relative position in the Commonwealth trade returns of the exports of merchandise and specie of Australian and other origin:—

Exports from Australia	1924-25	1925-26
Australian merchandise	£156,902,682	£140,059,350
Other merchandise	3,084,442	3,013,440
Australian specie and bullion	2,039,735	5,435,724
Other specie and bullion	3,300	53,695
Total Australian produce	158,942,417	145,495,074
Total other produce	3,087,742	3,067,135
Grand total exports	162,030,159	148,562,209
Excess exports over imports, 1924-25	4,886,863	.....
Excess imports over exports, 1925-26 . . . . .	.....	3,075,969

AUSTRALIAN EXPORTS TO BRITISH COUNTRIES, 1924-25 AND 1925-26

The appended comparative schedule gives particulars in respect to Australian exports to British countries in 1924-25 and 1925-26:—

Country of Destination	1924-25		1925-26	
		Per Cent		Per Cent
United Kingdom	£69,147,229	42.67	£61,547,790	41.43
Canada	716,953	0.44	858,934	0.58
Ceylon	831,911	0.51	506,095	0.34
Fiji	435,072	0.27	570,828	0.38
Hong Kong	635,174	0.39	671,824	0.45
India	2,002,562	1.24	3,364,958	2.27
Malaya (British)	1,528,303	0.94	2,132,016	1.44
Mauritius	123,299	0.08	66,190	0.04
New Zealand	5,812,565	3.59	4,947,590	3.33
Papua	259,302	0.16	250,678	0.17
South African Union	2,657,232	1.64	2,201,531	1.48
Other British possessions	1,810,629	1.12	1,293,970	0.87
Total British countries.	£85,960,231	53.05	£78,412,404	52.78

AUSTRALIAN EXPORTS TO FOREIGN COUNTRIES, 1924-25 AND 1925-26

Australian exports to foreign countries for the last two fiscal years are given in the accompanying return. In a number of instances the figures chiefly disclose the value of wool shipped to countries which have the woollen industry well established, though other primary products enter, to a considerable extent, in exports to those countries and also to others where wool is of comparatively little importance.

Country of Destination	1924-25		1925-26	
		Per Cent		Per Cent
Belgium	£ 7,182,703	4.43	£ 6,175,337	4.16
Chile and Peru	232,422	0.14	726,118	0.49
China	524,812	0.32	745,784	0.50
Egypt	3,008,741	1.86	2,919,742	1.97
France	19,932,721	12.30	18,549,742	12.49
Germany	7,372,049	4.55	6,985,720	4.70
Italy	10,014,185	6.18	4,654,818	3.13
Japan	11,646,516	7.19	11,043,159	7.43
Netherlands	1,819,371	1.12	1,088,639	0.73
Netherlands East Indies	2,045,882	1.26	2,163,691	1.46
Norway	122,812	0.08	183,432	0.12
Pacific Islands	407,162	0.25	437,001	0.29
Philippine Islands	529,405	0.33	563,369	0.38
Spain	466,517	0.29	216,083	0.15
Sweden	470,006	0.29	151,339	0.10
United States	9,153,279	5.65	12,953,877	8.72
Other foreign countries	1,141,345	0.71	591,954	0.40
Total foreign countries.	£76,069,928	46.95	£70,149,805	47.22

TRADE OF CANADA AND AUSTRALIA—COMPARED

A comparison of the overseas trade of the Commonwealth with that of the Dominion in each case for the year ended June 30, 1926, is of interest and is submitted in the subjoined schedule:—

	Imports	Exports	Total Trade
Canada	\$962,178,723	\$1,349,593,037	\$2,311,771,760
Australia	736,961,545	722,012,335	1,458,973,880

(Australian figures converted at \$4.86 to the £.)

CANADIAN TRADE AGREEMENT WITH AUSTRALIA

The trade agreement, limited to a specific number of articles, between Canada and Australia came into operation on October 1, 1925. The Commonwealth Statistician has supplied the following review of the results obtained in the comparatively limited time from which the agreement was enacted.

The total imports into Australia from Canada during the twelve months ending June 30, 1926, were valued at £3,754,425 as against £3,348,712 in 1924-25, while exports to Canada during the same periods were valued at £858,934 and £716,953 respectively. At the end of June, 1926, the agreement had been in force for nine months and the figures show that trade between the countries was increasing. A comparative statement showing the imports and exports of commodities which receive preferential treatment under the reciprocal agreement has been compiled. The value of the imports entitled to preference from Canada during the twelve months ending September 30, 1925, was £1,606,711 as compared with £2,103,349 during the succeeding twelve months. Exports of preferential goods from Australia to Canada during the above periods were valued at £341,856 and £698,419 respectively. The outstanding increases in the import figures related to newsprint paper (£5,728 to £415,412) and tinned fish (£262,484 to £434,163). The export figures which showed increases were: butter, dried fruits, preserved fruit, sugar, gelatine and glue, tallow, lamb (frozen), wine, and eucalyptus oil.

CANADIAN TRADE WITH AUSTRALIA

The value of goods—the produce or manufacture of Canada—imported into Australia during the fiscal year of 1925-26 is given at £3,754,425 or \$18,246,505, showing an increase in comparison with the previous year of £369,713 or \$1,796,805.

Australian exports to Canada in 1925-26 were valued at £858,934 or \$4,174,419, or an increase of £141,981 or \$690,027 in comparison with the previous year.

The figures in relation to Australian imports of goods of Canadian origin and the Australian exports to Canada in the last two fiscal years are shown thus:—

Australian Trade	Imports from Canada	Exports to Canada	Total Trade
1924-25	£3,384,712	£716,953	£4,101,665
1925-26	3,754,425	858,934	4,613,359

AUSTRALIAN IMPORTS FROM CANADA, 1924-25 AND 1925-26

The appended comparative statement of Australian imports from Canada during the fiscal years under review is submitted for the information of Canadian manufacturers and exporters:—

Articles	1924-25	1925-26
Fish—		
Frozen and smoked	£ 2,328	£ 3,421
Preserved in tins	306,339	407,488
Other	2,646	2,549
Sausage casings	44	....
Other animal foodstuffs	25	26
Foodstuffs of vegetable origin	5,579	5,922
Oats . . . . .	....	28,241
Spirituuous, etc., liquors	1,354	1,514
Fibres . . . . .	....	2,311
Wood pulp . . . . .	....	4,858
Other vegetable substances	2,424	5,304
Boots and shoes, rubber, etc.	42,165	46,312
Corsets	20,445	14,525
Gloves	40,653	25,878
Socks and stockings	2,662	2,556
Other apparel and attire	11,562	11,593
Piece goods	10,238	16,318
Sewing silks, etc.	80	563
Other textiles	11,110	13,012
Yarns and manufactured fibres	21	46
Oils, fats and waxes	210	182
Paints and varnishes	5,518	7,875
Machinery—		
Electrical	29,570	42,815
Agricultural	387,205	376,502
Motive-power	46,265	69,350
Other	33,223	31,566
Iron and steel bars, etc.	1,999	1,741
Pipes and tubes	35,150	59,006

Articles	1924-25	1925-26
Wire—		
Barbed	1,813	....
Other	31,704	35,912
Lamps and lampware	25,141	18,445
Motor car bodies	32,464	10,356
Chassis and chassis parts	1,268,039	923,632
Other vehicles and parts	144,088	120,620
Other metal manufactures	89,849	187,873
Rubber and manufactures of	268,947	504,841
Leather and manufactures of	2,630	5,073
Furniture	566	909
Timber—		
Dressed	53,817	76,428
Undressed	174,723	174,283
Wood and wicker manufactures	8,165	7,384
Earthenware, china, glass, etc.	3,352	2,259
Paper—		
Printing	19,952	248,336
Wrapping	93,757	68,687
Writing and typewriting	13,194	21,129
Other	12,249	12,450
Wallpapers, etc.	17,847	16,683
Other stationery and paper manufactures	14,151	10,119
Jewellery and fancy goods	4,102	5,690
Surgical, etc., instruments	9,763	14,398
Calcium carbide	4,834	7,858
Medicines, proprietary	379	355
Other chemicals	10,092	15,398
Arms and explosives	12	21
Musical instruments	42,474	37,211
All other articles	37,833	46,601
Total imports produce or manufacture of Canada	£3,384,712	£3,754,425

AUSTRALIAN EXPORTS TO CANADA, 1924-25 AND 1925-26

The accompanying schedule outlines that the principal items in Australian exports to Canada are composed of primary products, such as sugar, butter, casings, wool, and tallow. Substantial increases in the exports of raisins and currants are anticipated this year as the result of the Canadian preference on these dried fruits. The figures submitted explain themselves and call for no special comment.

Exports to Canada	1924-25	1925-26
Mutton and lamb	£ 6,503	£ 15,210
Sausage casings	63,445	58,169
Meats, other	2,998	4,892
Butter . . . . .	....	171,844
Other foodstuffs, animal origin	24	22
Fruits—		
Dried	10,920	13,635
Fresh	3,294	2,263
Sugar	319,820	384,306
Maize	48,868	....
Other foodstuffs of vegetable origin	6,212	7,069
Spirituous, etc., liquors	2,364	37
Gelatine and glue	7,793	10,785
Hides and skins—		
Cattle	56,620	7,519
Opossum	1,841	5,685
Rabbit and hare	2,460	2,801
Sheepskins	5,543	4,951
Other	2,817	4,256
Wool—		
Greasy	63,173	37,404
Scoured and washed	36,775	30,861
Tops	62,447	53,094
Apparel, textiles, etc.	2,208	671
Timber, undressed	4,272	6,537
Tallow, unrefined . . . . .	....	24,954
All other articles	6,556	11,969
Total exports to Canada	£176,953	£858,934

AUSTRALIAN FINANCIAL AND COMMERCIAL CONDITIONS

TRADE COMMISSIONER D. H. ROSS

Melbourne, June 1, 1927.—The oversea trade of the Commonwealth for March, completing the first nine months of the fiscal year of 1926-27, indicate that the total imports for the period were £126,312,790 (including bullion and specie valued at £371,375), and the exports aggregated £113,343,215 (including bullion and specie to the value of £10,328,775). The figures in regard to merchandise are as follows:—

Imports, merchandise, nine months to March 31, 1927	£125,941,415
Exports, merchandise, nine months to March 31, 1927	103,014,440
Excess imports merchandise over exports	£ 22,926,975

Every state showed an increase in imports, but chiefly in New South Wales and Victoria. In comparison with the similar period, the exports from Queensland declined by no less than £10,653,842—the result of prolonged drought conditions—and the other marked decrease was in South Australia by £3,225,907.

The quarterly financial statement (published in May) showed a net revenue (excluding business undertakings and territories) for the nine months ended March 31, 1927, of £42,412,987, as compared with £39,493,748 for the corresponding period of last year. This increase of £2,929,239 is explained to some extent by the fact that customs and excise revenue was greater during the comparative period in the previous year by £3,456,530.

Officially, winter begins on June 1, and the lower temperatures ruling the last fortnight indicate seasonal conditions, though the next three months comprise the slackest trading period in the year.

Despite the fact that the rainfall in many parts of the Commonwealth has recently been much below the average, and that the preparation of the land in wheat-growing areas for seeding purposes has been delayed, the country generally is in a prosperous condition. Wholesale distributors advise that, as usual at this time of the year, country storekeepers are placing orders with caution, as buying is considerably curtailed during the winter months.

Early in June the Commonwealth Treasury will distribute nearly £8,000,000 in interest and redemption payments to domestic investors, and money conditions should grow easier at least to that extent.

As the mail closes, the most ominous outlook is the strike, which began a few days ago, of coal miners at Newcastle, N.S.W., as at this time of the year the demand for coal is at its maximum. Many of the largest industrial plants have inadequate reserve supplies of coal, hence the probability, if the strike continues for a few weeks, that many factory operatives will be unemployed.

AUSTRALIAN WHEAT AND FLOUR

Wheat.—During the last two weeks some sharp movements in the Australian market in wheat for export have taken place. The Commonwealth is now at a period when the recurrent seasonal adverse reports from Canada and the United States are generally anticipated. Crop scares have been the lever used by the “bulls” in such movements in former years, and to similar tactics (whether justified or not) are attributed the firm quotations ruling as this mail closes. Undoubtedly the higher prices abroad have proved to the advantage of wheat growers in Australia who this season preferred to hold their wheat rather than accept opening quotations despite that the latter were quite attractive. Although oversea markets are at this date unsettled, somewhat easier conditions prevail here, though during May the extent of trading has been comparatively limited. Holders of wheat are aware that a few days ago the tendency of the market was downwards, but active buying overseas caused prices

to harden considerably. During the last few days several cargoes of wheat have been sold, and with the firm prices now ruling it is anticipated that holders will release considerable quantities for export. To-day's prices for f.a.q. wheat varies from 5s. 10d. (\$1.42) to 5s. 10½d. (\$1.43) per bushel f.o.b. at main Australian shipping ports.

Flour.—After a dull period, increased interest has been shown by oversea buyers of Australian flour, with the result that some extensive business has been done chiefly with Egypt and the Far East. Exports to the United Kingdom and South Africa, however, have been confined to small limits. In sympathy with the higher prices of wheat, the quotations on recognized brands of flour have advanced up to 15s. (\$3.65) per ton with the last ten days.

To-day's quotations on standard grades of Australian flour, per ton of 2,000 pounds, are:—

In sacks of 140 to 150 pounds gross	£12. 10. 0	(\$60.86)
In hessian bags of 10½ pounds gross	12. 15. 0	(62.05)
In calico bags of 49 pounds gross	13. 5. 0	(64.48)

EXPORT FREIGHT RATES

Last week a number of steamers were chartered for the transport of Australian wheat and flour at firm rates. The rates have varied slightly, depending upon the class of steamer and port of loading. Parcels—or part cargoes—are to-day quoted at 37s. 6d. (\$9.12) per long ton of 2,240 pounds on wheat and 40s. (\$9.73) on flour.

There is a good demand for parcel tonnage, as exporters have been taking advantage of the attractive prices obtainable for wheat in oversea markets. Full cargo charters have been fixed for June-July loading up to 41s. 3d. (\$10.04) per ton on wheat. Shipping companies express the view that freight rates will be maintained at about the present firm level for some time to come.

MARKET FOR DOUGLAS FIR STAVES AND HEADS IN NORTHERN ENGLAND

TRADE COMMISSIONER HARRY A. SCOTT

Liverpool, June 21, 1927.—Liverpool has established itself as one of the main cooage centres of Great Britain dealing extensively in both wet and dry cooage material. Staves and heads for dry cooage are imported in large quantities chiefly from the United States and Northern Europe. United States exports of dry cooage to this port consist chiefly of gumwood, cottonwood, ash, basswood and elm, while the Scandinavian product is mainly made up of fir or other softwoods. American gumwood staves are used extensively for flour barrels. Staves of other softwoods are, as a rule, used by the chemical and china clay industries.

Provided that European competition can be met, there should be an opportunity for Canadian Douglas fir stavewood to share in this business. A North of England firm who specialize in staves and who are interested in establishing connections with Canadian exporters, import from Scandinavia flat sawn staves which are not shaped nor jointed but are manufactured of equal thickness throughout with parallel edges and the ends cross cut at right angles. The sizes in demand are as follows: Lengths of 30, 32, 34, 36 and 42 inches, all by ½ inch thick; 28½ and 30 inches by ¾ inch; widths 2 to 4½ inches averaging 3 inches, with a maximum percentage of 10 per cent for 2-inch widths. Scandinavian manufacturers cut to full thickness, so that normal ½ inch staves will remain a full ½ inch even after being piled up in yards for long periods. Although both red and white fir are used, as a rule 50 per cent redwood is insisted upon for ordinary purposes. In the flat sawn stave only first quality is asked for, and

this must be free of all large knots, unsound sap, or discoloration. Five per cent of small tight knots is permissible. Strict attention should be paid to manufacture and care taken to ship in dry condition and properly packed. An equal number of pieces of from 30 to 50 may be packed in a bundle. Only staves of the same thickness should be included in any one bundle.

European staves of the above description are secured from deal ends and are subsequently shaped and finished by the coopers who purchase them. Prices vary accordance to the advance or decline in the price of deals. Recent quotations on staves from Latvia, which are the roughest and least desirable, have been around £14 10s. per standard c.i.f. British port. Staves from Archangel, which are claimed to be among the best qualities, were lately being offered at around £16 10s. per standard. It is estimated that there are 5,280 staves of $\frac{1}{2}$ inch by 36 inches per standard, figuring on an average width of 3 inches.

HEADS

Although it is not considered likely that Canadian firms can compete against Scandinavian producers who turn out square-edged heads in a great variety of sizes at extremely low prices, there is reason to think that business can be developed in Douglas fir heads to compete against gumwood from the Southern United States. There is a good demand in this district for slack barrel heads in sizes as follows: square edged, 15, 16, 17 and 18 inches, all by $\frac{1}{2}$ -inch thick; bevelled edged, $15\frac{1}{4}$, $16\frac{1}{4}$, $17\frac{1}{4}$, and $18\frac{1}{4}$ inches by $\frac{1}{2}$ -inch.

Recent quotations on American gumwood heads f.o.b. steamer at point of shipment in the United States have been in the neighbourhood of \$85 per 1,000 sets (2,000 heads), for sizes of 18 inches x $\frac{1}{2}$ -inch, square edged, and $18\frac{1}{4}$ inches x $\frac{1}{2}$ -inch bevel edged. Heads for this market are either made up complete, or properly marked and wired in bundles so that they are easily assembled.

Any interested Canadian firms are invited to communicate with the Canadian Trade Commissioner at Liverpool. Attention is also drawn to Trade Inquiries Nos. 611 and 612, appearing in this issue, page 61.

MARKET FOR WHEELBARROWS IN NORTH OF ENGLAND

TRADE COMMISSIONER HARRY A. SCOTT

Liverpool, June 20, 1927.—Before the war, American manufacturers used to sell fair quantities of both general purpose and navy wooden wheelbarrows in Great Britain. This business fell off during the conflict, and since then English manufacturers have been more competitive in price. In addition to English wheelbarrows, Continental manufacturers, particularly those of Belgium have been competing in recent years for this trade. The Continental products are reported to be distinctly inferior in quality to American or English barrows, being made chiefly of softwood, and poorly finished.

Before the war, American navy wheelbarrows were selling at around 7s. 6d. (\$1.82) each c.i.f. Liverpool, and English makes were then priced at almost 5s. (\$1.21) more, delivered to buyers' warehouse. American general purpose barrows were selling at approximately 9s. 6d. (\$2.31) as against 14s. (\$3.40) for English.

At present English navy types are selling at around 16s. (\$3.89) each, and general purpose barrows at 20s. (\$4.86). In the opinion of a firm of hardware merchants who formerly imported American barrows in carlots of 500 at a time, as distributors, a limited business could be built up for any Canadian firms who can offer good quality wheelbarrows at somewhat lower prices as an initial inducement. One distinct advantage claimed for the American product which came on this market was the system of packing six complete barrows to

a crate, knocked down. This saved importers and local dealers considerable storage space. It is understood that English manufacturers have not adopted this system, but ship their barrows completely assembled.

An illustration of two types of wheelbarrows in demand, and of the crate referred to above, has been forwarded to the Acting Director, Commercial Intelligence Service, Department of Trade and Commerce, Ottawa, for the inspection of interested firms. Attention is also drawn to Trade Inquiry No. 609, appearing in this issue, page 61.

CONDITIONS GOVERNING IMPORTED JOINERY IN GREAT BRITAIN

TRADE COMMISSIONER DOUGLAS S. COLE

Bristol, June 21, 1927.—This office has recently had occasion to investigate conditions governing the importation of joinery on behalf of a Canadian firm. This question also was raised during a recent trade tour in Canada, and the following information may be of interest to Canadian manufacturers of joinery.

The National Federation of Building Trades Employers and the Amalgamated Society of Woodworkers in 1921 set up a joint committee to fulfil the function of seeing that no manufactured joinery work made under unfair conditions were used by the members of the Federation. To this end the committee framed the following regulations:

That the question of whether imported joinery has been manufactured under fair conditions or not shall be settled under the following regulation:—

That the onus of proof is to be deemed to rest upon the importer. That the proof may be supplied after the following method:—

The manufacturers of the joinery desired to be imported shall get into communication with the Woodworkers' Union covering the district, or nearest district, to where the goods are being manufactured, and request that union to nominate (say six) building trade employers of such district who are recognized as fair employers, from among whom the manufacturers may select one or more to make a report as to whether the goods in question are made under fair conditions. The union to likewise appoint a representative, or representatives, to similarly make a report. The report may be a joint report signed by all representatives, or they may make separate reports. Such reports to be sent to the importers, who shall lay them before this joint committee, which shall decide whether the goods are to be admitted or not.

The importer must satisfy this joint committee as to the correct identity of the goods imported under such permission.

All goods must bear the trade mark of the manufacturers on the top edge of the top rail.

It is stated that this arrangement was entered into for the protection of members and to enable them to avoid trouble at their works. It is found that these conditions are being quite well observed, but any employers disregarding the regulations do so at their own risk.

APPROVED LIST

The National Federation have this past month issued the latest list of firms in respect of whom the joint committee on imported joinery have granted permission for importation and fixing. There are 37 of these firms, and the list gives the name of the original manufacturers, their agents in the United Kingdom, and an exact reproduction of the trade mark in each case. The numbers by countries of origin are as follows: Sweden, 19; United States, 6; Holland, 5; Norway, 3; Austria, 1; Bavaria, 1; Hungary, 1; England, 1.

The above regulations apply in the main to importers of doors, of which the bulk are either Scandinavian or American, which is borne out by the list of manufacturers.

WEST OF ENGLAND ECONOMIC CONDITIONS AND TRADE NOTES

TRADE COMMISSIONER DOUGLAS S. COLE

EFFECT OF FRENCH EMBARGO ON SOUTH WALES COAL TRADE

Bristol, June 22, 1927.—There is considerable depression and uneasiness in South Wales owing to the control set up by the French Government governing coal imports; these regulations amount to a partial embargo, and the special licenses granted for imported coal are rather for domestic trade and not for railways and public institutions. It appears that the French railways which are under contract with South Wales exporters to take 2,000,000 tons this year have warned shipowners that all their charters in respect of coal imports are cancelled and they are refusing to accept supplies that were not loaded when decrees came into force.

There appears to be no uncertainty about the ultimate purpose of the French Government in constituting a licensing system. From Cardiff sources it is stated that whilst measures are being taken to control imports, preferential railway rates are being given at the same time to French coal. It is believed that the French Government hopes by artificially stimulating the home production of coal to offset the economic effects of monetary deflation. Under good conditions of trade, France consumes approximately 80,000,000 tons of coal per year. The output of her own mines this last year was very large, being over 52,000,000 tons or 15 per cent above pre-war tonnage. In addition to this she now has the Sarre to make use of, which gives an added production of 8,000,000. On this basis about 19,000,000 tons are imported.

Since South Wales coal re-entered the French market, remarkable progress has been made in winning back lost ground caused by the coal strike. This has been made in the face of very keen competition and has been achieved by price cutting. The monthly average, it is understood, has fallen from 21s. 11d. (\$5.32) per ton in January to 18s. 4d. (\$4.46) in May. The latter price is approximately 1s. 6d. less than the average for 1925.

SUBSTANTIAL MAY EXPORT TRADE

Undoubtedly the coal export trade of South Wales was much more active than in April. Shipments reached a total of 2,200,000 tons, which is at the approximate rate of 27,000,000 tons per annum. With the exception of 1923—a period which due to the Ruhr occupation, was one of abnormal exports—this is the greatest rate per annum since 1913.

The effect of the French import restrictions is a weakened market tendency owing to supplies being excessive. It is too early as yet to say how much harm has been done to this important trade as the coal decree became operative only on June 10. However, more unemployment in South Wales will naturally have a certain effect on Canadian import trade, and the effects of the general strike of 1926 have been directly felt owing to lessened purchasing power of the public.

DULL TRADE IN THE BIRMINGHAM AREA

In Birmingham, Coventry and Wolverhampton areas the trade position varies little with the iron and steel industry and general engineering trades consistently dull. In the steel trade, Continental supplies continue to find their way into the district in considerable volume, with the finished article tending to increase in quantity. The general position seems to be that buyers are cautious and hand-to-mouth purchasing still much in evidence. The other side of the picture is that English makers appear to be keenly competing for such orders as are being given out. Fuel prices are now approximately at pre-war level, but the improvement of the iron and steel trade has been looked forward to

as a corollary seems to be far distant. In the Coventry area the motor car and motor cycle trades are quite active and form a bright spot in an otherwise dull outlook.

BRISTOL TOBACCO IMPORTS

Tobacco has played an exceedingly important part in the history of the trade of Bristol. The duty collected on tobacco directly imported into Bristol is over \$100,000,000 per annum, the exact figure for the year 1926 being £21,064,220. London is the only port which exceeds Bristol in the revenue derived from tobacco. Here is located the headquarters of the Imperial Tobacco Company of Great Britain and Ireland, and many of its subsidiaries, including the important firm of W. D. & H. O. Wills. The extent to which Canadian tobacco is gradually playing its part is a story in itself.

CANADIAN WIRE FENCING IN EVIDENCE

Under the heading "A British Empire Product" an interesting short article appears in the *Bristol Times and Mirror Commercial Review* for June in reference to a well-known Canadian woven wire fencing which is in general use. It is illustrated by a photograph of Canadian wire fencing which was erected in Wiltshire in 1904, and which is still doing excellent service after twenty-three years. Canadian wire fencing is in use by the Bristol Corporation and the Bristol Water Works, as well as by many other public bodies.

GLASGOW PRODUCE MARKET

TRADE COMMISSIONER G. B. JOHNSON

BUTTER

Glasgow, June 20, 1927.—During the past two weeks there has been a steady decline in values of most kinds of butter after a period of very firm or advancing prices. Owing to increased local makes in all Continental producing centres, the ordinary demand from these sources for imported butters has for the time being ceased, or so considerably shrunk that the supplies could not be quite cleared weekly. Butter from Australia and New Zealand suffered in sympathy, but the demand in this country, especially in the south, has continued exceptionally good, and to-day is more active again. New Zealand butter is in fair supply, but there is very little Australian or Argentine available.

New Zealand.—Arrivals are: ss. *Horatius*, 29,844 boxes; *Port Victor*, 48,739; and *Tainui*, with 9,890 boxes. Values to-day: finest and first grade salted, 161s. to 166s.; unsalted, 174s. to 176s.

Australian.—Arrivals: ss. *Benalla*, 643 boxes; *Otarama*, 10,629; and *Telamon*, 5,699 boxes. Arrivals and shipments are now small, so that stocks are firmly held with values equal and even higher than New Zealand. Quotations: Finest and first grade salted, 160s. to 164s.; finest unsalted, 166s. to 170s.; second grade salted, 154s. to 158s.; third grade salted, 148s. to 152s.

Argentine.—Owing to the extended drought, shipments are now practically finished for the season, and as supplies are about exhausted the quotations are more or less nominal. Finest grade, 164s. to 166s.; good to fine, 156s. to 162s.; inferior, 150s. to 152s.

Canadian.—There are still no arrivals, and owing to weak markets on this side surplus make is going to the United States at much higher relative prices.

Danish.—Arrivals are not clearing quickly this week, and can be purchased on spot at 164s. to 166s. net landed. F.o.b. quotations are lower again for this week's shipments; prices from 158s. to 156s. down to 155s.; occasionally, 154s.

Swedish.—In fair demand at 158s. to 160s. net landed; f.o.b. quotations, 152s. to 154s.

Dutch.—Heavy arrivals, which are not clearing. Market quiet, about 156s. net landed; f.o.b. quotations to-day, 152s. down to 150s.

Esthonian.—A quiet market at 160s. to 162s.

Latvian.—Value to-day, 158s., 160s.

Polish.—No arrivals yet, but salted and unsalted are worth 156s.

Siberian.—Slow demand at 158s. to 160s.

Irish Creamery.—Arrivals of full grass butter are coming freely to hand, with the result that markets everywhere are overstocked. Prices are easy to-day—about 150s. to 154s. landed this side. F.o.b. prices are also 150s. to 154s., but bids are asked.

CHEESE

There has been a fairly good market for cheese at the lower range of prices, and stocks are going well into consumption. As a result the high c.i.f. prices for Canadian full grass cheese have met with a poor reception, and there has been very little forward buying so far. There will of course be some contracting as soon as June cheese are offered unless the demand from the States forces the price too high. There has been very little doing in home cheese, and prices do not show much change. Cheddars: choicest, 84s., choice, 80s. Dunlops, choicest, 84s.; choice, 78s.

New Zealand.—Arrivals during past fortnight are: ss. *Horatius*, with 8,867 crates; *Tainui*, 9,924 crates, now discharging; *Kia Ora*, 13,934 crates; while the *Port Caroline* is now due with 15,469 crates. Market rather firmer: white, 84s., 86s. to 87s.; coloured, 86s. to 88s.

Australian.—Spot stocks cleared, and only two small shipments now in transit.

Canadian Cheese.—C.i.f. quotations for full grass have not met with much response, even at 82s., 83s.; buyers waiting for June make.

Dutch.—Market continues quiet. Farmers' full cream Goudas, 72s., 74s.; 40 per cent, 62s.; 30 per cent, 50s.; 20 per cent, 38s. Edams: 40 per cent, 63s.; 30 per cent, 51s.; 20 per cent, 40s.

EXTERNAL TRADE OF THE IRISH FREE STATE DURING 1926

TRADE COMMISSIONER F. W. FRASER

Dublin, June 8, 1927.—Accurate records of the foreign trade of the Irish Free State as distinct from that of Northern Ireland are only available for the past three years. During this period, which was one of reconstruction, there has been, according to the Annual Trade and Shipping Statistics for 1926, issued by the Department of Industry and Commerce, a steadily increasing adverse trade balance. In 1924 it stood at £17,306,000, in 1925 at £18,569,000, and in 1926 at £19,329,000, amounting during the year last stated to £6 10s. per head of population. Both imports and exports have fallen heavily during these years; the decline in exports, however, as the increasing unfavourable trade balance indicates, was the more marked.

Imports fell from £68,890,000 in 1924 to £62,950,000 in 1925, and to £61,286,000 in 1926—a fall of 8.6 per cent and of 2.6 per cent respectively. The principal items in which decreases took place last year and the amount of the decrease were: barley and barley products (other than malt) (£404,000); butter (£235,000); oilseed cake and meal (£204,000); touring cars (£169,000); tobacco, unmanufactured (£162,000); confectionery (£146,000); sugar (£139,000); wines (£103,000); maize meal (£122,000); oat products (£90,000); hops (£92,000). Increases were shown in imports of machinery (£290,000), tea (£222,000), horses (£202,000), and rail vehicles and parts (£180,000).

Exports of all Irish Free State products fell from £50,281,000 in 1924 to £43,374,000 in 1925 and to £41,185,000 in 1926—a decrease of 13.7 per cent and 5 per cent respectively. The more important items showing declines last year, and the amounts, were: porter, beer, and ale (£940,000); cattle (£842,000); eggs (£262,000); oats and oat products (£239,000); linen goods (£168,223); parts of motor cars (£82,000); spirits (£68,000); flax (£53,000); wood and

timber (£50,000). Exports of live pigs increased by £1,075,000 and of fresh pork by £113,000, but exports of bacon dropped by £104,000. Horses increased by £288,000, and butter by £181,000.

TRADE WITH GREAT BRITAIN AND NORTHERN IRELAND

The report makes a detailed study of the trade of the Irish Free State with Great Britain and Northern Ireland, showing the importance of this trade to each country. In 1926 the Irish Free State ranked fourth as a purchaser of British produce and manufactures, being exceeded only by British India, Australia, and the United States. As a supplier of goods to Great Britain and Northern Ireland, the Free State ranked twelfth amongst the countries of the world.

Re-exports of foreign and colonial merchandise from Great Britain and Northern Ireland to the Irish Free State in 1926 were valued at £10,408,000 (17.2 per cent of the Free State's total imports), being exceeded in this category only by the United States, Germany, and France, while on a per capita basis (which stands at £3 10s.) she is far ahead of all other countries. This shows the important part played by Great Britain as an intermediary in the trade of the Irish Free State. The Irish Free State took from Great Britain and Northern Ireland in 1926 goods to the value of £11 14s. per head of population, being exceeded only by New Zealand, which took goods valued at £14 18s. per capita. Imports into Great Britain and Northern Ireland from the Free State were valued at £13 15s. per capita. This figure is exceeded only by the figures for New Zealand (£33 17s.) and Denmark (£14 4s.).

The close trading relations maintained between Great Britain and the Irish Free State are further shown by the fact that the Free State in 1926 purchased 76 per cent of its total import requirements from Great Britain and Northern Ireland. This figure compares with the following percentages for certain other countries: New Zealand, 52; South Africa, 50; Australia, 45; Egypt, 26; Norway, 23; Sweden, 20; Canada, 18; and Denmark, 15 per cent. As regards exports, the Irish Free State sold 96 per cent of its total exports in Great Britain and Northern Ireland; New Zealand, 80 per cent; Denmark, 60; South Africa, 58; Egypt, 44; Australia, 43; Canada, 39; Norway, 29; and Sweden, 27 per cent.

TRADE WITH OTHER COUNTRIES

Dealing with the Irish Free State trade with countries other than Great Britain and Northern Ireland, the report points out that the Irish Free State trade statistics trace imports as far back only as countries of consignment and not to countries of origin. The statistics as published accordingly give an exaggerated idea of the imports of products of Great Britain and Northern Ireland.

Imports from Great Britain and Northern Ireland were valued at £46,347,000 in 1926, against £51,034,000 in 1925 and £55,879,000 in 1924; exports at £39,812,000, £42,157,000, and £49,312,000 for the three years stated; and re-exports at £755,000, £975,000, and £1,279,000. Imports from other countries were valued at £14,939,000, £11,916,000, and £13,012,000 in these years; exports at £1,373,000, £1,216,000, and £969,000; and re-exports at £16,000, £33,000, and £25,000.

Between 1924 and 1925, and again between 1925 and 1926, imports from Great Britain and Northern Ireland declined by about 9 per cent, and exports in 1925 as compared with the previous year dropped by 14.5 per cent, and by 5.6 per cent in 1926. Exports to "other countries" increased by 25.5 per cent in 1925 as compared with 1924, and by 12.9 in 1926 over 1925, and imports declined by 8.4 per cent in 1925 from the previous year, but increased by 25.4 per cent in 1926 over 1925.

TRADE OF THE AFRICAN SUB-CONTINENT

TRADE COMMISSIONER G. R. STEVENS

[Former reports in this series have been published serially in Nos. 1216-1222, and dealt with political divisions and population; production and natural resources; water communications of the countries; the distribution systems of Central and East Africa; customs tariffs; documentation; and confirming houses, finance and terms of payment.]

Trading Licenses

There is a wide variety of taxation upon the different types of traders in the various political divisions of the sub-continent, but it is improbable that Canadian exporters will be interested except in that imposed upon commercial travellers or representatives from abroad visiting these territories. In a number of instances, the salesman who includes such territories in his itinerary is legally liable for the same taxation as the permanent resident. As a matter of fact, however, this legal obligation is rarely enforced in the case of business men who are transients, and there is no reason for factory representatives to fear the imposition of heavy trading licenses because of a casual visit. Moreover, it is quite easy to avoid the liability of such taxation through the selection of some local representative, and the routing of all business through such an intermediary.

SOUTHERN RHODESIA

A non-resident agent of a foreign firm—that is, one that visits Rhodesia from overseas or some other part of Africa—is charged £60 per annum for his licence; a Rhodesian agent pays only half this amount. Factory representatives who have Rhodesian agents are not liable for this fee. This taxation must be paid by the year; there are no half-yearly licences.

NORTHERN RHODESIA

In Northern Rhodesia, agents and commercial travellers alike, whether resident or non-resident, pay £30 per annum. Half-yearly licences are available at £15.

ANGOLA AND MOZAMBIQUE—PORTUGUESE AFRICA

Agents resident in these colonies are subject to a licence costing 135\$00 per annum (approximately \$145) and commercial travellers domiciled outside these colonies are taxed 450\$00 (approximately \$475). These colonies are not as liberal in interpreting terms of residence as the British possessions, and business men visiting them, who do not wish to pay the full amount of a trading license, must restrict their trading activities.

BELGIAN CONGO

In the Belgian Congo a sort of omnibus income tax is collected. On entering that colony, commercial travellers must make a declaration as to the nature and importance of their business, and the estimated profits which will accrue from their sales. In the case of distributors who expect to remain in the Congo for some time, selling from stocks, a license is granted upon payment of income tax amounting to six per cent of the estimated profit. The minimum payment is set at 500 francs (\$15), which is, for all ordinary purposes, the cost of a permanent agent's license. In the case of agents or commercial travellers visiting the Congo to solicit orders, the same procedure is followed, but the minimum is 2,500 francs (\$75). In addition to paying these amounts upon entering the Congo, all foreign business men who are in the colony upon the first of the calen-

dar year, must appear before the proper authorities and declare the estimated profits of their business for the preceding year. Taxation in excess of the minimum payment will then be levied.

KENYA

A commercial traveller visiting Kenya, or an agent resident in the colony, is subject to a fee of £15 per annum for his trading licences. Half-yearly licences are available

ZANZIBAR

Commercial travellers, whether resident in Zanzibar, or visitors, are liable for a trading licence costing 100 rupees (\$36.50) per annum. A half-yearly licence is available. It is interesting to note, in the case of Zanzibar, that international agreements affect the trading situation somewhat. There is a considerable volume of trading done from ships anchored in the harbour. Merchants travel regularly upon some Continental lines, carrying considerable stocks, and they sell ex such stocks. They pay no licence, and the practice gives rise to smuggling, and persistent under-valuation for customs. It is stated, however, that, under existing agreements, the British authorities cannot prevent such trading.

Advertising

The scattered and variable nature of the trade which is available within the African sub-continent imposes strict limits upon advertising. There is scarcely a centre in all this vast area where the customer has any choice in his purchases; he must take the goods which are placed before them. Moreover, the present supply of commodities is sufficient to satisfy both the taste and the buying power of the inhabitants, and there is no particular incentive in endeavouring to increase sales or in widening the demand through the introduction of other commodities.

It might seem therefore that there is no purpose in mentioning advertising in the course of this report. But a number of factors bring such a subject within the range of this survey.

When a native accepts an article of European design or type as necessary to his welfare, or comes to regard it as being desirable of acquisition, the European name means nothing to him. So he supplies some name out of his own experience; and if the article in question has any resemblance to anything with which he is familiar, it is apt to be called by the name of the familiar commodity. This makes the brand or trade mark of articles for native consumption very important, as a familiar mark forms a link with former experience. The old British trade marks, such as familiar animals and other natural objects, seem rather childish to Europeans, but their value is undeniable, since the implement or commodity has become associated in the native mind with a definite image. In Uganda, for instance, it is almost impossible to sell a bicycle which does not bear an emblem or mark similar to that of a famous British make. The same is true of many other imports for the native trade; the brand or trade mark is often actually the native name of the commodity so distinguished.

A second point worth noting is that the native consumer must be reached through the non-European populations. The Indians, Goanese, and Arabs imitate the white men and the natives imitate them. Any advertising appeal should be directed towards the intermediate peoples, as they serve to make a commodity acceptable to the native. (This factor, of course, only affects the British East African colonies. In the Portuguese and Belgian possessions these middle classes do not exist.)

Nor would there be any particular point in advertising to the white population of any part of the sub-continent outside of the Union of South Africa and Rhodesia. The European populations of these parts are composed of people of considerable resources and education, who are not in any particular degree susceptible to advertising impacts. Insofar as the consumer population of Kenya is concerned, advertisements in English publications would not only have a greater but a wider appeal than any form of advertising on the spot.

The advertising carried by East African periodicals is almost entirely trade advertising, with little or no consumer appeal. It is less advertising than the announcement of arrivals of goods. The advertisements are inserted for the information of bazaar traders in and beyond the towns. The following advertisement, which was excerpted from a leading East African publication, is typical:—

JUST ARRIVED.—Xmas Cards, Toys and Crackers, Turkish Bath Towels, Pyjamas, Dress Shirts, Fancy Table Cloths. Fruit Syrups, Salmon Fish asstd., Skippers in oil and Tomatoes. Oysters, Prawns, My Lady Fruit Salad, Bacon, Quaker Oats, Asstd. Jams, Flavouring Essence, Castor Sugar, Golden Honey and Syrup. Kipperred Herrings, Red Herrings, Preserved Ginger, Health Salt, Sausages, Eysen Holland Cheese in tins, Oatmeal Barley, Sailor Savouries, Camp Pie, Corned Beef, Asparagus, Little Liver Pills, Doan's Dinner Pills, and several other things.

This advertising is of no interest to overseas firms, and except in the case of commodities in general sale among the natives, the problem need not be considered at all. Speaking generally, outdoor advertising and retail fixtures represent the most valuable channels of appeal to the consumer, and the vernacular press affords the best approach to the retail trade.

(Advertising schedules from leading East African papers may be obtained upon application to the Department of Trade and Commerce, quoting File No. 29137).

TRADE OF BAHAMAS DURING 1926

F. L. CASSERLEY, OFFICE OF THE TRADE COMMISSIONER

Kingston, June 22, 1927.—The Annual Colonial Report for the Bahamas for the year 1926, which has just been issued, discloses that the general trade of the colony was seriously affected during the latter part of the year by the three hurricanes that occurred in July, September, and October; for, although the imports showed an increase of £398,000 over the previous year, there was a decrease of £40,126 in exports of local produce. The import trade in 1926 is valued at approximately £2,159,000, and the exports at £407,000 (excluding specie in both cases); and of the imports, spirits, wines, cordials, liqueurs and malt represented together £810,000, while foodstuffs accounted for £406,000.

The value of imports from the three principal countries of origin were as follows: United States, £1,032,000; Great Britain, £510,000; Canada, £460,000. A large proportion of the imports from Canada consisted of flour. Other articles in which Canada is prominent as a supplier are cement and condensed milk. Furniture, stationery, and other kinds of manufactured goods are imported from Canada in small quantities.

DEMAND FOR HIGH-QUALITY PLAIN CHOCOLATE

The well-known British chocolate manufacturing firms who are endeavouring to stimulate the demand for high-quality plain chocolate are being amply repaid for their progressiveness and their high technical skill, writes a correspondent of the *London Times Trade Supplement*. The market in Brazil nut kernels is becoming increasingly difficult, as was anticipated. Prices are advancing rapidly, and most of the firms who shell the nuts are having to quote subject to market price at the time of receiving an order.

IMPORTS OF BUTTER, CHEESE, GREASE, LARD, MEATS AND CONDENSED MILK INTO BRITISH WEST INDIA COLONIES

(Latest Calendar year for which statistics are available)

PREPARED BY EXTERNAL TRADE BRANCH, DOMINION BUREAU OF STATISTICS.

	Total Imports		From United Kingdom		From United States		From Canada	
	Quantity	Value \$	Quantity	Value \$	Quantity	Value \$	Quantity	Value \$
Bermuda (1925)								
Butter.....	Lb.	473,455	179,628	9,044	3,791	77,917	386,494	141,450
Cheese.....	Lb.	186,089	43,483	2,555	1,095	16,091	167,443	38,305
Grease.....	Lb.	252,749	36,582	(Not specified)	(Not specified)	(Not specified)	70,538	9,762
Lard.....	Lb.	1,791,498	307,607	88,917	12,089	33,294	1,533,965	29,769
Meats—								
Beef—quarters.....	Lb.	4,685	44,822	1,145	11,437	3,340	31,847	1,500
Canned meats.....	Pkg.	217,479	46,146			184,970	39,848	6,298
Mutton, chilled.....	Lb.	2,622	51,538			2,219	45,124	6,414
Poultry and meats.....	Pkg.	980,097	245,591	49,680	12,794	896,121	223,263	9,534
Smoked and pickled meats.....	Lb.	(Not specified)	(Not specified)	(Not specified)	(Not specified)	(Not specified)	34,236	(Not specified)
Milk, condensed.....	Lb.	(Not specified)	(Not specified)	(Not specified)	(Not specified)	(Not specified)	(Not specified)	(Not specified)
British Guiana (1925)								
Butter and butter substitutes—								
Butter.....	Lb.	532,894	191,887	162,320	53,838	57,201	221,621	85,818
Ghee.....	Lb.	40,818	15,801					
Butter substitutes.....	Lb.	117,119	18,979	12,836	2,149	4,500		
Phalgun.....	Lb.	30,566	8,896					
Cheese.....	Lb.	241,125	61,442	2,031	803	7,745	193,384	48,307
Grease, including lubricants.....	Lb.	1,114,098	96,468	217,391	18,352	600,385	288,022	20,300
Lard and lard substitutes.....	Lb.	363,109	56,560	152,198	20,140	26,647	176,986	29,355
Meats—								
Fresh, including poultry and game.....	Lb.	10,183	2,131	26	5	56,424	10,157	2,126
Canned meats.....	Lb.	110,266	92,316	25,266	8,190	12,077	2,924	1,880
Beef and pork, salted or pickled.....	Lb.	13,107	332,681	9	228	12,303	315,896	15,888
Other kinds.....	Lb.	204,682	69,830	31,055	11,806	145,743	27,610	8,663
Milk, condensed.....	Lb.	793,095	135,880	33,479	9,392	17,177	651,466	127,213
British Honduras (1924)								
Butter and butter substitutes.....								
Butter.....	Lb.	148,483	58,070	21,028	9,685	93,744	25,121	10,830
Cheese.....	Lb.	104,565	27,151	467	194	82,466	5,637	1,431
Grease.....	Lb.	306,600	43,209	(Not specified)	(Not specified)	(Not specified)	(Not specified)	(Not specified)
Lard and lard substitutes.....	Lb.	5,126	126,650			264,296	38,213	4,972
Meats—								
Beef or pork, pickled or salted.....	Lb.	5,126	126,650			4,432	109,401	714
Canned meats.....	Lb.	183,663	34,976	1,361	382	180,967	1,355	5,569
Smoked or cured meats.....	Lb.							5,315
Other meats.....	Lb.							
Milk, condensed.....	Lb.		140,810					129,893
Bahamas (1924)								
Butter and butter substitutes.....								
Butter.....	Lb.	182,448	75,097	1,318	623	135,521	38,127	17,145
Cheese.....	Lb.	77,504	20,347	140	78	73,797	2,170	453
Grease.....	Lb.	(Not specified)	(Not specified)	(Not specified)	(Not specified)	(Not specified)	(Not specified)	(Not specified)
Lard and lard substitutes.....	Lb.	684,826	92,296			612,855	71,971	9,772

Meats— Beef and pork, pickled or salted. Canned meats. Smoked or cured. Other meats. Milk, condensed.	Lb.	590,347	74,251				577,447	72,503	12,900	1,747
	Lb.		46,365		1,290		21,155	21,155		
	Lb.	211,039	47,046				209,715	46,798	1,324	248
	Lb.	327,764	63,792		1,168		327,764	63,792		29,492
			90,058					59,339		
Barbados (1925)										
Butter and butter substitutes— Butter. Ghee. Oleomargarine. Cheese. Grease. Lard and substitutes. Meats— Bacon and hams. Beef, salted. Pork, salted. Canned meats. Other kinds. Milk condensed.	Lb.	327,789	119,647	165,691	60,478	45,780	16,712	53,736	19,613	
	Lb.		122		24		98			
	Lb.	481,713	58,695	7,816	94	2,500	307			
	Lb.	90,014	32,855	7,758	2,832	385	141	80,734	29,468	
	Lb.		4,632					3,704		
	Lb.	176,256	42,885	54,029	13,144	81,096	19,734	38,786	9,436	
	Lb.									
	Lb.	184,950	67,500	61,719	22,527	77,427	28,260	43,593	15,909	
	Lb.	1,120,403	136,315			1,099,749	133,804	16,690	2,029	
	Lb.	1,085,985	176,164	9,000	1,460	4,753,388	77,117	601,607	97,587	
Grenada (1924)	Lb.	107,470	39,225	49,160	17,943	37,816	8,935	13	5	
	Lb.		3,470		2,224		1,046		165	
	Lb.		59,310		477		35,463		9,247	
	Lb.									
	Lb.									
Butter and butter substitutes— Butter. Cheese. Grease. Lard and substitutes. Meats— Beef or pork, pickled or salted. Canned meats. Smoked or cured. Other meats. Milk, condensed.	Lb.	124,580	26,747	17,946	5,309	16,915	3,183	17,985	8,205	
	Lb.		4,404	(Not specified)	34	56	19	17,133	4,351	
	Lb.				2,667	9,811	1,728	68,526	10,380	
	Lb.	95,433	14,775	17,096						
	Lb.									
	Lb.	183,478	23,812	262	44	171,794	22,196	11,422	1,572	
	Lb.	4,285	1,285	667	307	2,495	779	1,123	199	
	Lb.	14,937	4,628	66,542	2,453	5,738	1,411	2,657	764	
	Lb.		243							
	Lb.	10,957	2,185	301	112	1,308	258	9,348	1,815	
Jamaica (1925)										
Butter and butter substitutes— Butter. Cheese. Grease. Lard and substitutes. Meats— Fresh. Canned meats. Salted, cured, smoked and pickled bacon. Beef, dried salted. Beef, wet salted. Ham. Pork, wet salted. Sausages, wet salted. Tongues, dried, salted. Tongues, wet, salted. Turkey, dried. Other meats. Milk, condensed— Unskimmed. Skimmed.	Lb.	440,447	187,556	7,791	3,319	21,900	9,324	378,990	161,393	
	Lb.		59,875	30,072	4,268	8,428	1,197	48		
	Lb.	372,309	105,704	11,331	3,217	262,869	74,625	74,069	21,028	
	Lb.	189,713	19,097	9,730	834	172,711	17,243	788	6,020	
	Lb.	506,005	82,085	124,660	20,225	100,564	26,046	220,481	35,764	
	Lb.									
	Lb.	26,952	10,857	1,271	260	26,681	10,497			
	Lb.	153,936	35,953	23,857	6,090	28,188	7,422	536	127	
	Lb.	106,790	38,377	21,697	7,917	53,150	19,399	31,936	11,655	
	Lb.			87	24	510	166			
Leeward Islands (1925)	Lb.	936,850	119,676	61,662	20,002	936,800	119,671	50	5	
	Lb.	322,596	104,662			255,108	82,767	4,209	1,368	
	Lb.	990,304	170,576		44	989,990	170,500	400	98	
	Lb.	4,870	1,231	96		4,609	1,124	100	29	
	Lb.	1,491	428			1,491	428			
	Lb.	33,700	6,560			33,700	6,560			
	Lb.	2,522	1,855							
	Lb.	1,619	1,684	1,293	1,533	326	151			
	Lb.	3,389,459	504,712	30,139	4,195	421,121	55,163	2,751,114	423,229	
	Lb.	1,050	161			250	39	800	122	
Leeward Islands (1925)										
Butter and substitutes. Cheese.	Lb.	315,074	86,344	8,473	4,205	160,512	40,339	46,846	22,196	
	Lb.	60,287	16,634	157	83	1,949	589	55,930	15,247	

IMPORTS OF BUTTER, CHEESE, GREASE, LARD, MEATS AND CONDENSED MILK INTO BRITISH WEST INDIA COLONIES *Continued*
(Latest Calendar year for which Statistics are available)

	Total Imports		From United Kingdom		From United States		From Canada	
	Quantity	Value	Quantity	Value	Quantity	Value	Quantity	Value
Leeward Islands (1925) — Con.								
Grease.....	38,008	\$ 2,806		\$ 161	35,204	\$ 2,617	714	\$ 58
Lard and substitutes.....	137,208	22,882	2,090	13,174	27,241	5,280	15,739	2,657
Meats—								
Beef, salted.....	145,981	18,839			133,372	17,413	7,200	720
Pork, pickled.....	467,637	78,236			394,480	67,602	62,350	8,920
Smoked meats.....	50,273	17,427	4,496	2,034	31,538	10,215	13,613	4,885
Canned meats.....	24,027	5,144	13,174	2,477	10,617	2,248	497	170
Tongues.....	861	185	60	29	309	83	492	73
Milk, condensed.....	16,959	3,523	2,823	968	3,323	569	9,321	1,728
St. Lucia (1925)								
Butter and substitutes—								
Butter.....	44,254	17,530	1,767	803	21,697	7,621	15,159	6,570
Oleo.....	84,433	12,405			19,530	3,845	100	15
Cheese.....	11,517	3,343	163	49	3,631	900	7,924	2,180
Grease.....	9,050	954	1,412	171	7,058	681	380	102
Lard and substitutes.....	30,107	4,662	17,449	2,618	5,740	920	6,918	1,124
Meats—								
Canned meats.....	5,861	1,217			4,515	866	230	73
Salted and pickled meats.....	81,783	10,263			58,269	7,880	23,514	2,374
Smoked or cured meats.....	13,121	4,487	1,810	954	9,677	2,949	1,634	584
Other meats.....	2,076	720	571	224	611	209	347	92
Milk, condensed.....	4,908	1,046	753	326	349	53	3,980	579
St. Vincent (1925)								
Butter and substitutes—								
Butter.....	43,413	16,678	21,498	8,219	11,645	3,825	5,437	2,604
Butter substitutes.....	9,419	1,499	336	49	3,849	569	124	15
Cheese.....	9,179	2,613	107	43	55	15	9,017	2,555
Grease.....	4,170	356	835	73	2,908	399	347	54
Lard and substitutes.....	28,355	4,580	10,961	1,879	330	63	17,044	2,638
Meats—								
Canned meats.....	4,172	1,056	657	161	873	389	65	39
Salted, pickled, smoked or cured.....	73,628	12,872	2,885	964	54,386	8,332	17,229	3,572
Other meats.....	679	307	245	112	150	68	43	20
Milk, condensed.....		316		97		92		15
Trinidad and Tobago (1925)								
Butter and substitutes—								
Butter.....	970,755	330,600	123,488	40,885	114,066	34,241	177,971	76,421
Ghee.....	50,115	19,043						
Cheese.....	221,892	62,026	11,739	5,419	14,874	4,292	154,260	40,203
Grease.....	148,852	12,780	33,860	2,823	108,146	9,449	6,866	803
Lard and substitutes.....	2,821,953	370,304	1,419,514	185,980	48,439	10,507	1,350,231	173,633
Meats—								
Beef and pork, pickled or salted.....	2,928,252	358,980	3,222	618	2,095,271	278,276	836,981	79,794
Canned meats.....	121,558	41,065	22,889	9,694	36,757	8,910	51	10
Fresh meats.....	36,500	11,071	4,732	3,723	36,770	1,165	25,383	5,626
Smoked or cured meats.....	696,332	147,401	99,128	39,405	167,841	46,116	87,345	22,951
Other meats.....	6,089	5,003	3,350	4,657	34	122		
Milk, condensed.....	2,382,376	391,937	211,680	32,553	58,032	7,864	1,430,448	248,594

CZECHOSLOVAK MARKET FOR MOTOR VEHICLES

TRADE COMMISSIONER L. D. WILGRESS

Hamburg, June 9, 1927.—The Republic of Czechoslovakia is another of the European countries in which the development of motor transport has been retarded. Good openings should be presented therefore for the future trade in motor vehicles with Czechoslovakia, as the use of mechanical transport approaches the standard of other countries.

At present the importation of motor vehicles into Czechoslovakia is restricted chiefly through the measures of protection accorded the domestic industry by the Government. Not only are high customs duties imposed on imported motor vehicles, but the importations also are limited by the system of import license and quotas applicable to automobiles and motor cycles.

PRESENT EXTENT OF MARKET

According to the official figures of registration, there were 17,876 motor cars and busses, 7,134 trucks, and 16,132 motor cycles in Czechoslovakia on June 30, 1926. This is only equivalent to one motor vehicle for every 330 inhabitants, which figure is far behind the average of Western European countries, and is even considerably behind that of Germany. This illustrates the backward development of motor transport in Czechoslovakia.

The annual sale of new motor cars and trucks in Czechoslovakia is now estimated at around 10,000 units, of which about 7,000 units are represented by domestic vehicles and the remainder by foreign cars and trucks.

The official trade returns previous to this year do not give a clear indication of the number of motor vehicles imported from different countries, but on the basis of import licenses granted, it would appear that in the year 1926 about 3,000 units of motor cars and trucks were imported and that of this total North American makes represented approximately 1,500 units, French makes about 500 units, Italian makes about 500 units, while the remainder were comprised of German, Austrian, British, and other makes. These figures are unofficial and are only approximate, being based on the private estimates of dealers.

The imports last year were greater than in 1925, when only about 800 units of North American makes were imported. The trade returns for the first three months of 1927 show the following total imports:—

	Units	Value 1,000 C.S. Crowns
Passenger cars, weighing less than 1,000 kg. (2,204 lbs.) each	283	7,090
Passenger cars, weighing over 1,000 kg. (2,204 lbs.) each ..	184	8,476
Trucks and motor busses, weighing less than 1,500 kg. (3,306 lbs.) each	128	2,549
Trucks and motor busses, weighing from 1,500 kg. (3,306 lbs.) to 3,000 kg. (6,612 lbs.) each.....	12	559
Trucks and motor busses weighing over 3,000 kg. (6,612 lbs.) each	1	55
Motor cycles.....	888	7,494

The countries of origin of the above importations of motor vehicles are only indicated by value and tonnage. The following are the total values of the different automobiles shown as having been imported from the principal exporting countries in the first three months of this year:—

Country of Origin	Passenger Cars weighing less than 1,000 Kg.	Passenger Cars weighing over 1,000 Kg.	Trucks weighing less than 1,500 Kg.
	In 1,000 C.S. Crowns		
United States	534	4,029	919
Trieste	591	...	521
Italy	3,038	1,710	...
France	1,992	956	...
Austria .. . . .	...	592	...
Germany	420	...	...

Note.—1 Czechoslovak crown=\$0.0296; 100 kg.=220.46 lbs.

The above are the only countries of origin indicated in the Czechoslovak trade returns. The imports from Trieste probably comprised American makes of motor cars assembled in that port.

CUSTOMS DUTIES ON MOTOR VEHICLES

The duties on motor vehicles imported into Czechoslovakia are an important factor in restricting the sales of automobiles and trucks in this country. According to the tariff changes which came into effect on July 14, 1926, the following scale of general rates of duty applicable to motor vehicles was introduced:—

Tariff Item	Description	Crowns per 100 Kg.
553 (a)	Motor cycles, also with side-cars and separately imported side-cars	2,500
(b)	Passenger automobiles (also motor tricycles), chassis with or without motors and bodies, separately imported, in weight:	
	1. Up to 1,000 kg. (2,204 lbs.)	2,300
	2. Over 1,000 kg. (2,204 lbs.)	2,700
	Note—Chassis of a value of over 80,000 crowns and automobiles, the chassis of which is valued at over 80,000 crowns, are subject to a surtax of 25 per cent ad valorem.	
(c)	Motor trucks, motor busses, automobiles with inseparable working equipment, chassis with or without motors and bodies, separately imported, in weight:	
	1. Up to 1,500 kg. (3,306 lbs.)	1,900
	2. From 1,500-3,000 kg. (6,612 lbs.)	1,700
	3. Over 3,000 kg. (6,612 lbs.)	1,400
(d)	Tractors and motor ploughs, in weight:	
	1. Up to 1,500 kg. (3,306 lbs.)	540
	2. From 1,500-3,000 kg. (6,612 lbs.)	680
	3. Over 3,000 kg. (6,612 lbs.)	520

The above are general rates of duty. In addition there is a conventional rate of duty of 45 per cent ad valorem applicable to "automobiles, chassis with or without bodies, separately imported without consideration of weight". This conventional rate is provided for in the treaty with France, but is applicable to the products of all countries having most-favoured-nation agreements with Czechoslovakia. This includes Canada, so that motor cars from Canada can be imported at the conventional rate of 45 per cent ad valorem or at the general rate at the option of the importer.

There is also a conventional duty of 1,700 crowns per 100 kg. applicable to motor cycles weighing more than 120 kg. (264 pounds) per piece (without side-cars).

Most motor cars imported into Czechoslovakia are dutiable at the conventional rate of 45 per cent ad valorem. It is therefore important to consider the basis on which this duty is levied. The invoice value of the car is not taken as the basis for the duty, but it is assessed on the retail sales price, f.o.b. factory, in the country of origin, to which is added the cost of boxing, inland freight to seaboard, ocean freight, freight from port of arrival to Czechoslovak frontier, and insurance charges. These particulars are investigated by a special official of the Ministry of Commerce, who draws up tables of the valuation for duty purposes of the various foreign makes of cars imported into the republic. When necessary, the assistance of dealers and representatives of foreign cars is sought to secure information on doubtful points in connection with the duty valuation.

The clearance of motor cars through the customs can only be executed through specially authorized customs officials, who are stationed at Podmokly-Decin (Bodenbach-Tetschen), Brno (Brünn), Ces-Budejovice (Budweis), Cheb (Eger), Karlovy Vary (Carlsbad), Kosice, Mor-Ostrava, Plzen (Pilsen), Prague, Bratislava, Liberec (Reichenberg), and Znojmo (Znaim). Customs clearance must therefore take place at one of these stations.

LUXURY TAX

In addition to customs duty, foreign passenger motor cars, the engines of which have a total cylinder content of more than 2.5 litres, are subject to a luxury tax of 12 per cent ad valorem on importation into Czechoslovakia. The luxury tax is not applicable to motor trucks, busses, or ambulances. The practice has been to levy the luxury tax on the customs valuation plus duty.

The 2.5 litres exemption basis for luxury tax only came into effect on May 1, 1927. Previously the exemption list had been 1.95 litres cylinder capacity, which resulted in a very few foreign makes of motor cars being exempted from luxury tax. It is stated that under the new exemption limit some three or four American makes of small cars and a few other foreign makes will be exempted.

The luxury tax regulations also apply to domestic motor cars, but hitherto practically all the two- and four-cylinder automobiles manufactured in Czechoslovakia have been exempt from luxury tax. It has been estimated that four-fifths of the domestic cars are not subject to luxury tax, having mostly been designed to come within the exemption limit. In 1926 domestic cars contributed only about 20 per cent of the total amount of luxury tax collected on passenger motor cars. One of the reasons for increasing the exemption limit has been stated to be the desire of the Czechoslovak manufacturers to build motor cars with larger cylinders in order to satisfy the public demand for higher-powered cars.

IMPORT RESTRICTIONS

Motor vehicles are among the commodities subject to import restrictions in Czechoslovakia. Importations can only take place under license. Applications for import license have to be made by the dealer or distributor wishing to import the motor vehicles in question. The licenses are granted in accordance with the system of contingents or quotas assigned to the different exporting countries. Under the trade treaty with France, that country is guaranteed a minimum contingent of 500 automobiles a year. All countries having most-favoured-nation agreements with Czechoslovakia, including Canada, are entitled to a corresponding minimum contingent or quota.

The automobile contingent covers both passenger motor cars and trucks. There is also a separate yearly contingent for motor cycles, amounting to 1,500 motor cycles from each country.

The automobile quotas are only exhausted in the case of a few countries. Last year only the quotas assigned to the United States, France, and Italy were fully utilized. In the case of the United States quota the minimum contingent is usually exceeded. In 1925 licenses were granted for the importation of some 800 units of United States origin, while last year around 1,500 units from that country were admitted under license. It was reported that by April of this year licenses had been granted for approximately 800 units of United States origin under the contingent arrangements for 1927. The granting of licenses in excess of the minimum contingent is dependent on the discretion of the authorities.

It is reported that the system of import licenses and contingents for motor vehicles may shortly be abolished. Negotiations are now proceeding for the conclusion of a trade treaty between Czechoslovakia and Germany and the latter country has been endeavouring to secure the abolition of the Czechoslovak import restrictions.

CZECHOSLOVAK MOTOR CAR INDUSTRY

The chief purpose of maintaining the import restrictions on motor vehicles imported into Czechoslovakia is to afford additional protection to the domestic industry. There are some half a dozen factories in Czechoslovakia manufacturing automobiles.

The largest producing factor is the well-known Bohemian-Moravian Engineering Company, who manufacture all kinds of industrial machinery. They have been making automobiles since 1907 and turn out the "Praga" make

of motor cars, which are produced in an up-to-date factory in Prague on the mass-production principle. This company specialize in the small type of car and manufacture four designs of 4-cylinder engines. The total production last year of "Praga" automobiles was around 3,500 units.

The next largest producing factor is the Koprivnice car-building works in Moravia, which have a department for the manufacture of automobiles. This company have also adopted American methods to a large extent. They produce the "Tatra" make of automobiles, which comprises one 2-cylinder and two 6-cylinder models. The output last year was approximately 1,500 units.

The oldest manufacturer of automobiles in Czechoslovakia is the firm of Laurin & Klement, with works at Mlada Boleslav in Bohemia. They commenced with the manufacture of motor cycles, but have been making automobiles for over twenty years. They produce three 4-cylinder models and one of 6-cylinder. The capacity of the works is estimated at 1,500 units, and last year's production was probably slightly more than half this figure.

The Laurin & Klement Company were recently bought out by the well-known Skoda works, one of the most important iron and steel and engineering firms in Central Europe. The Skoda works themselves have been producing motor cars under the Hispano-Suizza patents, but these have been expensive cars and the total annual production has not been considerable. The Skoda works also turn out tractors and steam trucks and busses.

Another important concern, which have been making motor cycles and automobiles almost since the inception of the industry, is the firm of J. Walter and Company of Jinonice, near Prague. They have been specializing in the manufacture of 4-cylinder motor cars of medium price and at present turn out two models. The production last year of this factory was probably somewhat over 500 units.

Another make of motor car produced in Czechoslovakia is the "Z", which has only recently appeared on the market. The production of this make and Hispano Suizza would bring the total production of automobiles in Czechoslovakia last year to around 7,000 units, of which the "Praga" accounted for about half.

SELLING PRICES OF AUTOMOBILES

The chief reason for the relatively backward development of motor transport in Czechoslovakia may be ascribed to the high retail prices of the automobiles sold in the republic. The basing of the customs duty on the retail selling price in the country of origin and the imposition of luxury tax render the prices of the imported automobiles considerably higher than in most countries. The sales price of North American makes of motor cars ranges in Czechoslovakia at between two to three times the American list price. For instance, Ford cars sell at 30,770 crowns (\$923.10) and up. In spite of the adoption of North American methods of manufacture, the domestic factories have not yet succeeded in reducing their prices to a level within reach of the ordinary middle-class or professional man. The following are the sales prices of the principal Czechoslovak makes of passenger automobiles:—

Make	Number of Cylinders	Retail Sales Price in Crowns
Praga Picolo	4	29,000 to 37,000
Praga Alfa	4	41,000
Praga Mignon	4	66,000
Praga Grand	4	99,000 to 152,000
Tatra	2	37,600 to 52,100
Tatra	6	125,000 to 140,000
Laurin and Klement	4	49,000 to 60,000
Laurin and Klement	4*	57,000 to 70,000
Laurin and Klement	4	62,000 to 73,000
Laurin and Klement	4	95,000 to 120,000
Laurin and Klement	6	105,000 to 130,000
Walter	4	56,000 to 67,000
Walter	4	70,000 to 83,000

* Landaulette.

As an indication of horse-power of the above motor cars, it may be stated that the Praga Mignon has a horse-power rated at 9/25 h.p. and the Praga Grand at 15/50 h.p., while the Laurin & Klement 4-cylinder cars have power ratings at 9/25, 13/40, and 18/50 h.p.

OPENINGS FOR IMPORTED AUTOMOBILES

In spite of the high duties and taxes, imported motor cars are finding increasing favour in Czechoslovakia. This especially applies to the North American makes of automobiles. All types and various-priced cars are in demand, but a special opening appears to exist for the medium-priced motor car. Those small cars which are subject to luxury tax have a relatively high delivered cost and this might be expected to restrict sales, but it has been found possible to sell as many as can be imported within the limits of the import restrictions. The trend towards the closed car is as evident in Czechoslovakia as elsewhere in Northern and Central Europe.

The rule of the road in Czechoslovakia is keep to the left, which is the same as in all the countries formerly comprising the Austro-Hungarian Empire. Domestic motor cars accordingly are manufactured with right-hand drive. The same applies to the automobiles imported from Austria and Great Britain, but most of the other imported cars have the left-hand drive, and this apparently does not in any way affect their sale in Czechoslovakia.

There is not a great demand in Czechoslovakia for imported trucks apart from the 1- and 1½-ton trucks, for which two American makes secure the great bulk of the business. For the heavier trucks the domestic factories supply most of the demand, with occasional imports from Germany and other European countries.

DISTRIBUTION

The distribution of imported automobiles in Czechoslovakia can best be effected through a firm of distributors in Prague, to whom can be entrusted the representation for the whole republic and the conclusion of sub-agency arrangements. It is not easy to find good representatives, as the most reliable and experienced distributors have already their connections for a full line of automobiles. Last year thirteen United States, six French, and one German agencies were placed in addition to those already established, and this will serve to indicate how completely the foreign motor car companies have established contact with the Czechoslovakian market.

CANADIAN SAMPLES FOR BRAZIL

Canadian firms who desire to enter the Brazil market should give the fullest possible information in their first letter and advise the Trade Commissioner, wherever possible, by what steamer samples are being sent, otherwise considerable delays are occasioned in obtaining possession from the Customs. It is important to have c.i.f. Rio prices on practically all goods, as it is practically impossible to interest local firms without fullest information and c.i.f. Rio prices. When sending samples to Brazil, Canadian firms should also state their willingness to reimburse the Trade Commissioner's office for all expenses in connection with clearing of samples in that country.

BELGIAN CONGO IMPORT ACTIVITY

Imports into the Belgian Congo amounted last year to 631,584 tons, value 1,293,000,000f., against 524,853 tons, value 876,000,000f., in 1925, says the *London Times Trade Supplement*. This is the first time that Congo imports have exceeded 1,000,000,000f. in value. Belgium's share in this trade was 35 per cent in quantity and 54 per cent in value. Exports were 203,677 tons in weight and 729,000,000f. in value.

FOREIGN EXCHANGE QUOTATIONS FOR THE WEEK ENDING JULY 4, 1927

The Foreign Exchange Department of the Bank of Montreal has furnished the following statement of the nominal closing quotations for all the principal exchanges for the week ending July 4, 1927. Those for the week ending June 27, 1927, are also given for the sake of comparison.

Country	Monetary Unit	Parity	Week Ending June 27, 1927	Week Ending July 4, 1927
Britain	£	\$4.86 $\frac{3}{4}$	\$4.8637	\$4.8638
Belgium	Belga	.1390	.1391	.1391
Czecho-Slovakia	Crown	.20263	.0296	.0296
Finland	Mark	.0252	.0252	.0252
France	Fr.	.1930	.0392	.0392
Holland	Florin	.4020	.4016	.4012
Italy	Lire	.1930	.0568	.0553
Spain	Pes.	.1930	.1699	.1718
Portugal	Esc.	1.0805	.0500	.0500
Switzerland	Fr.	.1930	.1927	.1927
Germany	Reichs Mk.	.2382	.2373	.2373
Greece	Dr.	.1930	.0137	.0138
Norway	Kr.	.2680	.2591	.2594
Sweden	Kr.	.2680	.2684	.2684
Denmark	Kr.	.2680	.2676	.2677
Austria	Schilling	.1407	.1412	.1412
Japan	Yen	.4985	.4720	.4719
Siam	Tical	.3709	.4525	.3637
India	Rupee	.3650	.3643	.3625
United States	\$	1.0000	1.0014	1.0015
Mexico . . . . .	\$	.4985	.4645	.4650
Argentine Rep.	Peso (Paper)	.4244	.4243	.4250
Brazil	Mil.	.5462	.1180	.1165
Jamaica	£	4.86 $\frac{3}{4}$	4.8500	4.8525
British Guiana	\$	1.0000	1.00 $\frac{1}{2}$ —1.01 $\frac{3}{4}$	1.00 $\frac{3}{8}$ —1.01 $\frac{5}{8}$
Barbados	\$			
Trinidad	\$			
Dominica	\$			
St. Kitts	\$			
Grenada	\$			
St. Vincent	\$			
Tobago	\$			
China	Taël	.6325	.6325	.6325
Batavia, Java	Guilder	.4020	.4005	.4000
Peru	Libra	4.8665	3.6600	3.7600
Singapore, Str. Settlement . . . . .	\$	.5678	.5612	.5612

TENDERS INVITED

New Zealand

Copies of plans and specifications have been received from Mr. C. M. Croft, Canadian Trade Commissioner at Auckland, for equipment required by the Public Works Department and the New Zealand Government Railways, Wellington. These plans and specifications are open for inspection at the Department of Trade and Commerce, Ottawa. Tenders should be addressed to the Secretary, Public Works Supplies and Tenders Committee, and the Chairman, Railway Board, Wellington, in accordance with these specifications.

Public Works Department.—Waikaremoana Electric Power Scheme. Supply and delivery of galvanized steel window sashes with frames, glass for same, operating gear, also galvanized iron louvres in frames. (Tenders close October 4.)

Stratford Main Trunk Railway.—Deck plate girder spans (various). (Tenders close October 18.)

New Zealand Government Railways.—One electric level luffing crane; clothes lockers; one electric tilting furnace; heating elements, etc.; and boilers. (Tenders close November 24.)

TRADE INQUIRIES FOR CANADIAN PRODUCTS

Since the publication of the last *Commercial Intelligence Journal* there have been received the following inquiries for Canadian products. The names of the firms making these inquiries, with their addresses, can be obtained only by those specially interested in the respective commodities upon application to: "THE COMMERCIAL INTELLIGENCE BRANCH OF THE DEPARTMENT OF TRADE AND COMMERCE, OTTAWA," OR THE BOARDS OF TRADE AT ST. JOHN, HALIFAX, QUEBEC, SHERBROOKE, MONTREAL, TORONTO, WOODSTOCK, ST. MARY'S (ONT.), PORTAGE LA PRAIRIE, ST. BONIFACE (MAN.), WINNIPEG, VANCOUVER, NEW WESTMINSTER, AND PRINCE RUPERT; THE CHAMBERS OF COMMERCE AT BELLEVILLE, PETERBOROUGH, HAMILTON, ST. CATHARINES, STRATFORD, BRANTFORD, LONDON, ST. THOMAS, SARNIA, AND VICTORIA (B.C.); THE CHAMBRE DE COMMERCE, DISTRICT OF MONTREAL; BORDER CHAMBER OF COMMERCE, WINDSOR; THE CANADIAN MANUFACTURERS' ASSOCIATION OFFICES AT TORONTO, MONTREAL, WINNIPEG, EDMONTON, VANCOUVER, AND VICTORIA; AND THE KITCHENER AND WATERLOO MANUFACTURERS' ASSOCIATION, KITCHENER (ONT.).

Foodstuffs

598. CANNED GOODS.—A South Wales firm desire to represent Canadian packers of all classes of canned goods—fruits, fish, and beef—on a commission basis.

599. MACKEREL.—A Berlin firm desire representation of Canadian packers of fish in cans such as mackerel for export to Germany, Czechoslovakia and Baltic States, Finland, Poland, and Russia.

600. SARDINES.—A Berlin firm desire representation of Canadian packers of sardines for export to Germany, Czechoslovakia and Baltic States, Finland, Poland, and Russia.

601. CRAB MEAT.—A Hamburg firm of food specialty importers, with an organization covering the whole of Germany, would be interested in hearing from Canadian exporters of canned crab meat. Samples and prices should be forwarded to the office of the Canadian Trade Commissioner, Hamburg.

Miscellaneous

602. TOBACCO.—An agent in Reichenberg, Czechoslovakia, is desirous of getting in touch with Canadian exporters of tobacco.

603. FISH MEAL.—Bristol importers desire to hear from Canadian shippers of fish meal of low oil content. Quotations to be c.i.f. Avonmouth in sterling.

604. HAY.—A firm of hay importers at Manchester are open to receive c.i.f. offers from Canadian exporters.

605. ARTIFICIAL SILK YARN.—A firm in Shanghai desire to correspond with Canadian exporters of artificial silk yarn, and they request a complete range of samples with prices c.i.f. Shanghai.

606. INSULATING PAPER.—A United Kingdom firm of roofing material manufacturers are open to consider the purchase of Canadian building paper suitable for various classes of constructional work, including cold storage chambers, etc. Material required in 1-, 2-, and 3-ply grades in consignments of 100 rolls and upwards. Quotations to be c.i.f. Liverpool. Agency would be considered on suitable terms.

607. FIGURED BIRCH LOGS.—A firm of agents in Hamburg, Germany, wish to get in touch with Canadian exporters of figured birch logs.

608. LAWN MOWERS.—A Liverpool firm of hardware merchants at present buying from United States sources are open to receive direct c.i.f. offers from Canadian manufacturers.

609. WHEELBARROWS.—A Liverpool firm of hardware merchants who formerly imported American navy and general purpose wooden wheelbarrows, packed six to a crate k.d., would be prepared to consider purchasing from Canadian manufacturers able to offer at prices competitive with English makes. Illustration of wheelbarrows in demand are on file at Department.

610. SHOVEL HANDLES.—A North of England firm of tool manufacturers are open to receive offers direct from Canadian firms in a position to quote c.i.f. sterling prices on completely manufactured "D" shovel handles in lengths of 28 inches, 30 inches, and 32 inches respectively.

611. BARREL HEADS.—A North of England firm specializing in cooperage stock would be glad to entertain offers of Douglas fir barrel heads. Further particulars on application to the Department.

612. STAVES.—A Liverpool firm of cooperage stock importers would like to establish contact with Canadian manufacturers in a position to offer flat sawn staves made from Douglas fir. Further particulars available on application to the Department.

PROPOSED SAILINGS FROM CANADIAN PORTS

(The sailing dates are approximate and subject to change without notice)

From Montreal

To ANTWERP.—Canadian Raider, July 14; Canadian Rancher, July 23; Canadian Aviator, Aug. 3—all C.G.M.M.; Marburn, July 20; Bothwell, July 23—both Canadian Pacific.

To AVONMOUTH.—Huronian, July 23; Colonian, Aug. 6—both White Star-Dominion; Salacia, Cunard Line, July 16.

To BELFAST, LONDONDERRY, CORK AND DUBLIN.—Lord Downshire, Head Line, July 27.

To CARDIFF AND SWANSEA.—Canadian Leader, July 15; Canadian Mariner, July 29—both C.G.M.M.

To DUNDEE.—Cairncross, Thomson Line, July 16.

To GLASGOW.—Melita, Canadian Pacific, July 21; Athenia, July 16; Letitia, July 23—both Cunard Line.

To HULL.—Comino, July 16; Bay State, July 30—both Furness Line.

To LIVERPOOL.—Montclare, July 16; Montrose, July 22; Montcalm, July 29—all Canadian Pacific; Calgaric, July 13; Megantic, July 16; Doric, July 23; Albertic, July 30; Regina, Aug. 6—all White Star-Dominion; Modavia, Cunard Line, July 22.

To LONDON.—Balfour, July 16; Bothwell, July 23; Bolingbroke, July 30—all Canadian Pacific; Canadian Raider, July 14; Canadian Rancher, July 23; Canadian Aviator, Aug. 3—all C.G.M.M.; Antonia, July 16; Ascania, July 22; Alaunia, July 29—all Cunard Line; Comino, July 16; Bay State, July 30—both Furness Line.

To MANCHESTER.—Manchester Citizen, July 14; Manchester Division, July 21; Manchester Regiment, July 28—all Manchester Liners.

To NEWCASTLE AND LEITH.—Cairncross, July 16; Cairnvalona, July 21; Cairnglen, July 30—all Thomson Line.

To HAMBURG.—Scatwell, July 13; Cairndhu, July 27—both Thomson Line; Hada, Intercontinental Transports Ltd., July 18.

To HAVRE.—Porsanger, Intercontinental Transports Ltd., July 15.

To ROTTERDAM.—Grey County, Intercontinental Transports Ltd., July 25; Hardenburg, Thos. Hardling & Son, July 15.

To COPENHAGEN AND BALTIC PORTS.—Gorm, July 12; Frode, July 29—both Scandinavian-American Line.

To OSLO, TRONDHJEM, BERGEN AND STAVANGER.—Topdalsfjord, July 15; Idefjord, July 30—both Norwegian-American Line.

To ITALIAN PORTS.—Valperga, Lloyd Mediterraneo Italian Service, July 21.

To SOUTH AMERICAN PORTS.—Aboukir, Canadian South American Line, July 15.

To SOUTH AND WEST AFRICAN PORTS.—Fantee, Elder Dempster Line, July 15.

To AUSTRALIAN PORTS.—Canadian Scottish, C.G.M.M., July 30; Marken, New Zealand SS., July 16.

To NEW ZEALAND PORTS.—Schewen, New Zealand SS., July 23; Canadian Challenger, C.G.M.M., July 25.

To ST. KITTS, ANTIGUA, BARBADOS, TRINIDAD AND DEMERARA.—Canadian Runner (calls at Guadeloupe), July 14; Canadian Squatter, July 28—both C.G.M.M.

To BERMUDA, BAHAMAS, JAMAICA AND BRITISH HONDURAS.—Canadian Fisher, July 13; Canadian Forester, Aug. 3—both C.G.M.M.

To ST. JOHN'S, Nfld. (via CHARLOTTETOWN).—Canadian Sapper, C.G.M.M., July 21.

To CORNERBROOK, Nfld.—New Northland, July 20, Aug. 3; Nayarit, July 25, Aug. 8—both Clarke SS. Co.

From Quebec

To CHERBOURG, SOUTHAMPTON AND ANTWERP.—Montnairn, July 13; Montroyal, July 26—both Canadian Pacific.

To SOUTHAMPTON AND HAMBURG.—Empress of Scotland, July 20; Empress of France, July 27—both Canadian Pacific.

From St. John

To BERMUDA, ST. KITTS, ANTIGUA, MONTSEERAT, DOMINICA, ST. LUCIA, BARBADOS, ST. VINCENT, GRENADA, TRINIDAD AND DEMERARA.—Canadian Carrier, July 16; Canadian Pathfinder, July 30—both C.G.M.M.

From Halifax

To LIVERPOOL.—Newfoundland, July 13; Nova Scotia, July 30—both Furness, Withy.
 To ST. JOHN'S, Nfld.—Newfoundland, July 13; Nova Scotia, July 30—both Furness.
 Withy; Farnorth, July 16; Sambro, July 18—both Farquhar SS.; Nerissa, July 12, July 26; Silvia, July 19—both Red Cross Line.
 To EAST COAST NEWFOUNDLAND PORTS.—Sambro, Farquhar SS., July 18.
 To SOUTH COAST NEWFOUNDLAND PORTS AND ST. PIERRE MIQUELON.—Skipper, Farquhar SS., July 22; Pro Patria, French Mail Service, July 19.
 To WEST COAST NEWFOUNDLAND PORTS.—Fernfield, Farquhar SS., July 20.
 To BERMUDA, ST. KITTS, NEVIS, ANTIGUA, MONTSERRAT, DOMINICA, ST. LUCIA, BARBADOS, ST. VINCENT, GRENADA, TRINIDAD AND DEMERARA.—Canadian Skirmisher, July 15; Canadian Carrier, July 29—both C.G.M.M.; Adolf Bratt, Pickford & Black, July 21.
 To SANTIAGO (CUBA) AND KINGSTON (JAMAICA).—Caledonia, July 13; Andalusia, July 27—both Pickford & Black.
 To BORDEAUX AND VIGO (SPAIN).—La Bourdonnais, French Line, July 25.

From Vancouver

To YOKOHAMA, KOBE, NAGASAKI, SHANGHAI, HONG KONG AND MANILA.—Empress of Russia, Canadian Pacific, July 21.
 To YOKOHAMA, KOBE, MOJI AND SHANGHAI.—Africa Maru, Osaka Shosen Kaisha, July 26.
 To YOKOHAMA, KOBE, DAIREN AND SHANGHAI.—Paris Maru, Osaka Shosen Kaisha, July 23.
 To YOKOHAMA, KOBE, MIKE AND HONG KONG.—Talthybius, Blue Funnel, July 26.
 To HONOLULU, SUVA, AUCKLAND AND SYDNEY.—Aorangi, Canadian-Australasian Line, July 27.
 To MELBOURNE, SYDNEY AND BRISBANE.—West Carmona, American-Australian Line, July 30.
 To BRISBANE, SYDNEY, NEWCASTLE, MELBOURNE AND ADELAIDE.—Hinnoy, Australian Service, Aug. 1.
 To AUCKLAND, WELLINGTON, LYTTELTON AND DUNEDIN.—West Islip, American-Australian Orient Line, July 18.
 To HAMBURG, ANTWERP AND BREMEN.—Seekonk, July 14; Indien, Aug. 2—both United American Line.
 To WEST COAST UNITED KINGDOM PORTS.—Canadian Highlander, C.G.M.M., July 23.
 To MANCHESTER.—London Merchant, July 21; Pacific Commerce, Aug. 6—both Furness (Pacific) Ltd.
 To MARSEILLES, BARCELONA, GENOA, LEGHORN, NAPLES, VENICE AND TRIESTE.—Rialto, Navigazione Libera Triestina, July 25.
 To HAVRE, ANTWERP AND BORDEAUX.—Indiana, July 25; La Marseillaise, Aug. 11—both Cie. Gle. Transatlantique.
 To LIVERPOOL, SOUTHAMPTON, LONDON AND ROTTERDAM.—Nebraska, North Pacific Coast Line, July 15.
 To LONDON, LIVERPOOL AND ROTTERDAM.—Noorderdyk, July 29; Dinteldyk, Aug. 12—both North Pacific Coast Line.
 To GLASGOW, HAMBURG, ROTTERDAM AND ANTWERP.—Westerdyk, July 12; Sabor, July 27—both North Pacific Coast Line.
 To TRINIDAD AND OTHER WEST INDIAN PORTS.—Dansborg, Canadian Transport Company, July 15.
 To KINGSTON, JAMAICA.—Canadian Highlander, C.G.M.M., July 23.

Canadian Manufacturers and Exporters are strongly advised to file all numbers of the "Commercial Intelligence Journal" for future reference, and to bind them with the Index at the end of each half year.

COMMERCIAL INTELLIGENCE SERVICE

CANADIAN TRADE COMMISSIONERS

Argentine Republic

E. L. McColl, Reconquista No. 46, Buenos Aires. *Cable Address, Canadian.*

Australia

D. H. Ross. Address for letters—Box 196C, G.P.O., Melbourne. Office—Safe Deposit Building, Melbourne. *Cable Address, Canadian.*

Commercial Agent: B. Millin, The Royal Exchange Building, Sydney, N.S.W.

Belgium

Yves Lamontagne, 98 Boulevard Adolphe Max, Brussels. *Cable Address, Canadian.*

Brazil

A. S. Bleakney. Address for letters—Caixa Postal 2164 Rio de Janeiro; office, Avenida Rio Branco, 9. *Cable Address, Canadian.*

British West Indies

James Cormack. Address for letters—P.O. Box 125, Port of Spain, Trinidad. Office, Colonial Bank Building. (Territory includes Barbados, Windward and Leeward Islands, British Guiana, Porto Rico and Venezuela). *Cable Address, Canadian.*

P. W. Cook. Address for letters—P.O. Box 225, Kingston, Jamaica. Office—Jamaica Mutual Life Insurance Building. (Territory covers Jamaica, Cuba, Hayti, San Domingo, Central American States, Colombia, Bermuda and the Bahamas.) *Cable Address, Cantracom.*

China

L. M. Cosgrave. Address for letters—P.O. Box 300. Office—North China Daily News Building, 17 The Bund, Shanghai. *Cable Address, Cancoma.*

France

Hercule Barré, 17 and 19 Boulevard des Capucines, Paris. *Cable Address, Cancoma.*

Germany

L. D. Wilgress, Gutrufhaus, Neuerwall 10, Hamburg 36. *Cable Address, Mapleleaf.* (Territory covers Germany, Russia; the countries on the eastern shore of the Baltic, Poland and Czecho-Slovakia.)

Holland

A. B. Muddiman, Beursplein 26B, Rotterdam. *Cable Address, Canadian.*

India and Ceylon

H. R. Poussette, P.O. Box 2003, office, Sassoon House, 4 Lyons Range, Calcutta. *Cable Address, Canadian.*

NOTE.—Bentley's Complete Phrase Code is used by Canadian Trade Commissioners.

Irish Free State

F. W. Fraser, 66 Upper O'Connell street, Dublin. *Cable Address, Canadian.*

Italy

Jean J. Guay, Via Manzoni Nr. 5—Milan (2). *Cable Address, Canadian.*

Japan

J. A. Langley. Address for letters, P.O. Box 230. Office, Room No. 2, Meikai Building, Kobe. *Cable Address, Canadian.*

Mexico

C. Noel Wilde. Address for letters, Apartado Num. 126-bis, Mexico City. Office, Edificio Banco de Londres y Mexico, Num. 30. *Cable Address, Cancoma.*

Netherlands East Indies

R. S. O'Meara, P.O. Box 84, Batavia, Java. (Territory includes Straits Settlements, Federated Malay States, Indo-China, and Siam.) *Cable Address, Canadian.*

New Zealand

C. M. Croft. Address for letters, P.O. Box 33, Auckland. Office, Union Buildings, Customs street, Auckland. *Cable Address, Canadian.*

South Africa

G. R. Stevens, P.O. Box 683. Office, Westminster House, Adderly street, Cape Town. *Cable Address, Cantracom.*

United Kingdom

Harrison Watson, Canadian Building, Trafalgar Square, London, S.W. 1, England. (Territory covers Home Counties, South-Eastern Counties and East Anglia.) *Cable Address, Sleighing, London.*

J. Forsyth Smith, Fruit Trade Commissioner, Century Bldgs., 31 North John Street, Liverpool. *Cable Address, Canfrucum.*

Harry A. Scott, Trade Commissioner, Century Bldgs., 31 North John Street, Liverpool. (Territory covers North of England, Lincolnshire, North Midlands and North Wales.) *Cable Address, Cantracom.*

Douglas S. Cole, Sun Building, Clare street, Bristol. (Territory covers West of England, South Wales and South Midlands.) *Cable Address, Canadian.*

Gordon B. Johnson, 87 Union street, Glasgow, Scotland. (Territory covers Scotland and Northern Ireland.) *Cable Address, Cantracom.*

United States

Frederic Hudd, 44 Whitehall street, New York City. *Cable Address, Cantracom.*

Commercial Intelligence Journal

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Minister: Hon. James Malcolm, M.P.

Deputy Minister: F. J. O'Hara

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INDEX TO THE COMMERCIAL INTELLIGENCE JOURNAL

The index to the *Commercial Intelligence Journal* for the six months ended June 25, 1927 (Nos. 1196 to 1221 inclusive) is being sent out with this issue. Canadian manufacturers and exporters are strongly advised to file all numbers of the *Commercial Intelligence Journal* for future reference, and to preserve them, with the index, in bound volumes, or in some other convenient form. Back numbers, as well as additional copies of the index, may be had free of charge on application to the Department of Trade and Commerce, Ottawa.

TRADE COMMISSIONER O'MEARA'S ITINERARY IN ONTARIO

Mr. R. S. O'Meara, Canadian Trade Commissioner in Batavia, Java, is now undertaking a business tour of the Dominion in the interests of Canadian trade with his territory, which includes the Netherlands East Indies, Straits Settlements, Federated Malay States, Indo-China, and Siam. The following are the dates of his itinerary of Ontario:—

Brockville and Gananoque	July 22
Toronto	July 25 to August 9
Hamilton.. . . .	August 10 to August 13
Thorold	August 15
St. Catharines	August 16
Windsor	August 18 to August 19
London	August 22
Kitchener	August 23
Guelph	August 24
Oshawa	August 25

Canadian firms who desire to be brought in touch with Mr. O'Meara, or to interview him, are requested to communicate with the Secretary of the Canadian Manufacturers' Association, Toronto, or the secretary of the board of trade or chamber of commerce in the other cities mentioned above.

REVIEW OF AUSTRALIAN TRADE, 1925-26

TRADE COMMISSIONER D. H. ROSS

II

Australian Trade with the United States

Excluding lubricating and petroleum oils, resin, tobacco leaf, and other merchandise which have not yet entered into a considerable export trade from the Dominion, it may be stated that Australian importations of manufactured goods and products from the United States are, to a great extent, analogous to Australian importations from Canada. Many lines of manufactures are similar in character, hence Canadian manufacturers and exporters are interested in the trade transacted by their chief competitors in overseas markets. Much of the trade is secured by branch offices and sample rooms maintained—under expert management—by leading New York commission houses in the principal Australian importing centres. In addition to these facilities, quite a number of manufacturers' agents in Australia hold important agencies for manufacturers in the United States (though this also applies to the representation of some Canadian manufacturers). Through these mediums comprehensive sample collections are displayed and thousands of catalogues and price lists, embracing almost every class of manufactures, are readily accessible for reference. Further, important United States factories have their own travelling representatives calling upon importers at regular intervals. The effect of these activities, over a long period of years, is that the United States supplies nearly 25 per cent of the total importations into Australia.

The appended schedule gives a summary of the values of the imports and exports and the total trade during the last two fiscal years:—

	1924-25	1925-26	+ Increase — Decrease
Australian imports from United States	£38,728,814	£37,234,257	—£1,494,557
Australian exports to United States	9,153,279	12,953,877*	+ 3,800,598
Total trade	£47,882,093	£50,188,134	+£2,306,041
* Includes £3,000,000 gold specie.			
Increase of imports from United States, 1924-25 over 1923-24 . . .			£4,172,285
Decrease of imports from United States, 1925-26 from 1924-25 . . .			1,494,557

IMPORTS FROM THE UNITED STATES INTO AUSTRALIA

The following table gives the classifications and value of merchandise of United States origin, showing increases and decreases, imported into the Commonwealth in 1924-25 and 1925-26:—

	1924-25	1925-26	+ Increase — Decrease
Foodstuffs of animal origin	£ 387,610	£ 564,388	+£ 176,778
Foodstuffs of vegetable origin	213,547	275,653	+ 62,106
Spirits and alcoholic liquors	391	66	— 325
Tobacco and preparations thereof	2,007,215	2,260,024	+ 252,809
Live animals	1,312	3,579	+ 2,267
Animal substances, not foodstuffs	42,845	57,504	+ 14,659
Vegetable substances and fibres	126,232	181,595	+ 55,363
Apparel, textiles and manufactured fibres	1,605,269	2,135,120	+ 529,851
Oils, fats and waxes	5,034,127	5,859,263	+ 825,136
Paints and varnishes	120,625	202,361	+ 81,736
Stones and minerals, ores, etc.	148,097	163,071	+ 14,974
Metal manufactures and machinery	16,140,794	16,675,170	+ 534,376
Rubber and leather and manufactures*	1,449,439	1,782,214	+ 332,775
Wood, raw and manufactures	2,375,078	3,048,811	+ 673,733
Earthenware, china, glass, etc.	193,359	210,396	+ 17,037
Paper and stationery	630,344	680,315	+ 49,971
Jewellery and fancy goods	247,056	248,173	+ 1,117
Surgical, etc., instruments	650,674	709,979	+ 59,305
Drugs, chemicals, fertilizers, etc.	614,023	778,239	+ 164,216
Miscellaneous	1,112,170	1,397,564	+ 285,394
Gold and silver specie	5,628,607	772	— 5,627,835
Imports of United States origin	£38,728,814	£37,234,257	—£1,494,557
* Excluding boots and shoes.			

EXPORTS FROM AUSTRALIA TO THE UNITED STATES

Particulars of Australian exports to the United States in 1925-26, compared with 1924-25, are shown in the appended table:—

	1924-25	1925-26	+ Increase — Decrease
Foodstuffs of animal origin.	£ 232,378	£ 459,858	+£ 227,480
Foodstuffs of vegetable origin. . . .	15,229	5,909	— 9,320
Animal substances—hides, wool, pearlshell, etc.	8,535,041	8,894,485	+ 359,444
Vegetable substances and fibres . .	26,093	43,785	+ 17,692
Apparel, textiles, etc.	26,743	18,517	— 8,226
Oils, fats and waxes	1,201	56,088	+ 54,887
Stones and minerals, ores, etc. . .	17,960	18,932	+ 972
Metal manufactures and machinery	200,305	328,665	+ 128,360
Rubber and leather and manufac- tures	12,874	11,035	— 1,839
Wood, raw and manufactures	13,870	20,537	+ 6,667
Paper and stationery	14,837	18,350	+ 3,513
Jewellery and fancy goods.	6,275	3,045	— 3,230
Surgical, etc., instruments	11,330	15,018	+ 3,688
Drugs, chemicals, fertilizers, etc. .	24,743	22,746	— 1,997
Miscellaneous	14,400	36,907	+ 22,507
Gold specie . . . . .	.....	3,000,000	+ 3,000,000
Total exports Australian origin	£ 9,034,128	£ 12,748,141	+ £ 3,714,013
Total exports of other produce	119,151	205,736	+ 86,585
Grand total.	£ 9,153,279	£ 12,953,877	+ £ 3,800,598

Importations of Interest to Canadians

It is obviously impossible to condense within the limits of this report a comprehensive review of the 1,448 distinct classifications of the importations into Australia in 1925-26, nor is it considered that any special service could be rendered to Canadian trade by commenting upon all the schedules.

The published trade returns of the Commonwealth are held at the Department of Trade and Commerce, Ottawa, to whom application should be made for any special return required by manufacturers and exporters.

As in previous years, it is considered that statistical returns supplemented by brief comment on the principal lines of goods and products of likely interest to Canadian manufacturers is all that is necessary to emphasize the large trading requirements of the Commonwealth.

In subsequent paragraphs will be found particulars relative to such leading lines of Australian imports as are considered to be of special interest to Canadian manufacturers.

AUSTRALIAN IMPORTS OF AGRICULTURAL IMPLEMENTS

The importation into Australia of agricultural machinery and farming implements has, even in normal years, fluctuated very considerably. The demand varies according to climatic conditions, to the extent of new areas being opened up, and to stocks carried over from one season to another.

The total imports of agricultural machinery and implements, from all countries, into the Commonwealth for the years 1923-24 to 1925-26 are shown thus:—

Australian Imports	1923-24	1924-25	1925-26
Agricultural machinery, etc.	£674,005	£784,024	£761,766

CANADIAN AGRICULTURAL IMPLEMENTS

As for many previous years, Canada maintained the predominating position in 1925-26 in the imported agricultural machinery and implement trade of the Commonwealth.

This position has been attained by supplying implements suitable for the varied requirements of the Australian states, combined with the expert selling

organization of branch houses and capable and experienced agents. For cultivating, sowing, and cutting the importations are, in the main, agricultural machinery made in Canada and the United States.

In normal years the importations from the United Kingdom are chiefly composed of plough-shares, plough-boards, and articles used by Australian manufacturers in the construction of locally made implements. Threshing outfits, rollers, mowers, and cream separators are, to some extent, of British make.

For comparative purposes, the annexed schedule illustrates the value of Australian importations from the principal sources of manufacture—Canada, the United States, and the United Kingdom—for the last three years:—

Agricultural Machinery	From Canada	From United States	From United Kingdom
Australian imports, 1923-24	£290,893	£283,825	£ 92,941
Australian imports, 1924-25	387,205	280,886	109,492
Australian imports, 1925-26	376,502	262,322	116,323

REAPER-THRESHERS AND REAPERS AND BINDERS

Formerly stripper-harvesters were most extensively used in cropping wheat and other cereals in Australia, but the advent of the massive Canadian reaper-thresher (built expressly for Australian requirements) soon demonstrated its superiority over the old type of machine in all sorts of conditions of crop. After some fifteen years of strenuous work on all kinds of country the original make of reaper-thresher stands in a class by itself. Generally, the stripper-harvester has been abandoned, and competing Australian manufacturers are now making machines of the reaper-thresher type owing to the increased demand. The chief sale is for a thresher with a 12-foot comb.

The Canadian reaper-thresher (which is most favoured) is drawn by four horses and the power for threshing is supplied by an engine. So far this combination appears to be the most successful both in operation of the machine and the grain results obtained. In their machine a United States company are using a power take-off from the header to the reaper thresher. A leading Australian implement factory is building an auto-header, or a combination of a tractor, well known in Canada and the United States, with a reaper-thresher, giving 12-feet width of comb (or even wider), but its success has not yet been fully demonstrated.

The volume of the reaper-binder trade is declining, chiefly through the advent of tractors and other motive-power appliances. No accurate estimate can be given as to the extent of the importation of binders as they are now included in the same classification as threshers, for which the appended tabulation of the comparative imports for the last two years is submitted:—

Country of Origin	1924-25	1925-26	+ Increase — Decrease
Canada	£117,165	£124,115	+£ 6,950
United States	60,427	65,640	+ 5,213
	£177,592	£189,755	+£12,163

DRILLS—FERTILIZER, SEED, AND GRAIN

In former years there existed a considerable demand for fertilizer drills, but this has been superseded by the much-improved combinations of the cultivating drill—commonly known as “the combine”—which cultivates the land and sows the seed in one operation. During the last year or two, and at present, the chief demand has been from the state of Western Australia, where vast areas of new country have been opened up by settlement. As in other lines of farming machinery, the demand fluctuates from year to year through various factors, such as carry-over from a previous poor season, or through drills arriving too late for a former season. From the appended schedule it will be observed

that, so far as imported drills are concerned, Canadian drills were well to the fore in 1924-25 and 1925-26:—

Country of Origin	1924-25	1925-26	+ Increase — Decrease
United Kingdom	£ 1,679	£ 593	—£ 1,086
Canada	104,167	82,802	— 21,365
New Zealand	3	....	— 3
United States	14,442	2,551	— 11,891
	£120,291	£ 85,946	—£34,345

DETAILS RELATIVE TO AUSTRALIAN TRADE IN FARMING IMPLEMENTS

The subjoined brief comment upon certain aspects of the Australian trade in imported farming implements—not referred to elsewhere—and the bearing of the competition of Australian manufacturers thereon, is submitted for general information.

Ploughs (other than stump-jump) form a leading line with Australian makers, though there are several Canadian manufacturing companies sharing to a considerable extent in this trade. One Melbourne industry has specialized in a line of orchard disc ploughs which commands an extensive sale.

Stump-jump ploughs in recent seasons have so greatly declined in importations that the line is almost negligible in value so far as imports from overseas are concerned.

Mowers are mainly used for cutting lucerne (alfalfa), which is a quick-growing crop, hence these machines are in operation the year round in Australia.

Hay Rakes.—With the exception of one line made to a limited extent in Australia, hay rakes are imported from Canada and the United States, the trade in which is about normal, depending entirely upon climatic conditions.

Disc and Other Cultivators.—The trade in these lines is chiefly in the hands of Australian manufacturers, though spring tyne cultivators are also imported to some extent from Canada and the United States.

Lime Spreaders.—A recurrent demand exists for lime spreaders to overcome the sourness of the soil caused by the continued use of superphosphates as a fertilizer. The spreaders are in chief demand in the districts where lucerne (alfalfa) is under cultivation. The majority of the machines in use are made in Australia, but Canadian spreaders participate in the trade.

Corn Planters.—In Australia corn planters are known as maize drills. What is known as the check-row planter in North America has not found favour in Australia. Under normal seasons, the sale of single-row corn planters—or maize drills—is not estimated to exceed 1,000 planters, of which the importations are from Canada and the United States. The sale is chiefly in the states of Queensland and New South Wales. It is estimated that about one-third of the planters are equipped with a small fertilizer attachment to permit the sowing of superphosphates or bone dust along with the corn.

Garden and orchard implements are chiefly imported from the United States, though some Canadian lines share in this trade.

Lawn Mowers.—Well-established makes of British and United States lawn mowers continue to hold the bulk of Australian requirements, though Canadian mowers have, to a limited extent, been introduced.

Channel graders and scoops, chiefly from the United Kingdom and the United States—as well as some of Australian manufacture—are used in irrigation and swamp reclamation works.

Scufflers have recently been imported in increased numbers of the horse-hoe type and some Canadian types have benefited by this trade, particularly through settlement in Western Australia.

Cotton cultivating machines, chiefly of a small type, have a demand in Queensland, but this line is so far comparatively limited in extent.

Attachments and Replacements.—With much-enhanced costs of all implements, farmers are now taking better care of their cultivating and harvesting outfits, hence the strong demand for replacements is an indication in this regard. The advent of cultivating drills has very materially increased the demand for spring-tynes and points, the manufacture of which is so far limited in Australia. All importers of agricultural machinery and implements—and their country agents—hold stocks of parts, through which investment considerable capital is tied up in, obviously, a vital adjunct to successful trading.

AUSTRALIAN IMPORTS OF AGRICULTURAL MACHINERY CLASSIFIED

Many items of agricultural machinery of minor importance are included in the Commonwealth trade classification with items of considerable value. The classification and values of the importations into Australia (not previously given) are tabulated thus for ready reference:—

Country of Origin	1924-25	1925-26	+Increase —Decrease
Ploughs, Stump-jump and Other; Plough Shares and Mouldboards—			
United Kingdom	£ 7,674	£ 6,012	—£ 1,662
Canada	63,457	69,560	+ 6,103
United States	38,433	33,074	— 5,359
Other countries	94	180	+ 86
	£109,658	£108,826	—£ 832
Mowers—			
United Kingdom	£ 571	£ 381	—£ 190
Canada	5,152	14,580	+ 9,428
Germany	36	....	— 36
Sweden . . . . .	....	171	+ 171
United States	5,341	13,263	+ 7,922
	£111,100	£ 28,395	+£17,295
Hay Rakes, Horse-drawn—			
United Kingdom	£ 91	£ 53	—£ 38
Canada	354	3,413	+ 3,059
Sweden . . . . .	....	91	+ 91
United States	2,319	5,382	+ 3,063
	£ 2,764	£ 8,939	+£ 6,175
Disc Cultivators, Cultivators n.e.i., Har- rows, Scarifiers—			
United Kingdom	£ 1,983	£ 1,313	—£ 670
Canada	50,389	33,635	— 16,754
New Zealand	60	50	— 10
United States	24,026	23,632	— 394
Other countries	36	98	+ 62
	£ 76,494	£ 58,728	—£17,766
Corn Shellers; Corn Huskers; combined Corn Sheller, Husker and Bagger; com- bined Corn Sheller and Husker—			
United Kingdom	£ 97	£	—£ 97
Canada	73	2,006	+ 1,933
Germany	5	....	— 5
United States	1,070	550	— 520
	£ 1,245	£ 2,556	+£ 1,311
Garden and Field Rollers; Garden Hose; Reels; Lawn Mowers; Sweepers and Sprinklers; Spraying Machines and Syringes—			
United Kingdom	£ 38,017	£ 38,844	+£ 827
Canada	1,357	889	— 468
New Zealand	8	30	+ 22
France	557	456	— 101
United States	64,788	72,489	+ 7,701
Other countries	148	295	+ 147
	£104,875	£113,003	+£ 8,128

Country of Origin	1924-25	1925-26	+ Increase — Decrease
Metal Parts for Agricultural Machinery, Knife Sections, Ledger Plates, etc.—			
United Kingdom	£ 5,660	£ 5,503	—£ 157
Canada	36,935	35,995	— 940
Germany	7	....	— 7
United States	20,119	16,978	— 3,141
	£ 62,721	£ 58,476	—£ 4,245
Seats, Poles, Swingle-gears, Yokes and Trees for Agricultural Machines when imported separately—			
United Kingdom	£ 28	£ 54	+£ 26
Canada	1,905	822	— 1,083
United States	538	851	+ 313
	£ 2,471	£ 1,727	—£ 744
Disks for Agricultural Implements; Mould- board Plates in the Flat, whether cut to shape or not—			
United Kingdom	£ 38,863	£ 47,747	+£ 8,884
Canada	3,038	4,844	+ 1,806
New Zealand . . . . .	....	1	+ 1
United States	5,325	2,852	— 2,473
	£ 47,227	£ 55,444	+£ 8,217
Implements and Machinery (Agricultural, etc.), n.e.i.—			
United Kingdom	£ 805	£ 1,180	+£ 375
Canada	1,208	2,862	+ 1,654
New Zealand	51	504	+ 453
Belgium . . . . .	....	172	+ 172
France	138	945	+ 807
Germany	37	150	+ 113
Switzerland	158	....	— 158
United States	5,969	4,370	— 1,599
Other foreign countries	5	60	+ 55
	£ 8,372	£ 10,243	+£ 1,871

IMPROVED OUTLOOK FOR FARM TRACTORS IN AUSTRALIA

Until a comparatively recent period, Australian farmers were prejudiced against the use of tractors for farming cultivation. This prejudice was founded upon rather disastrous experiences with machines which proved expensive to work and were unsuitable for the country. A few years ago some buyers found it more satisfactory to cease operating tractors and revert to horse-drawn traction. The position is now quite different by reason of the improvement in mechanism of the tractors and as the result of field demonstration by experts in the service of the branch houses or agents for oversea manufacturers. Some Australian engineering companies are now devoting attention to making tractors as the growing demand has assumed considerable importance. Canadian tractors have not entered into the Australian market to any extent, but the trade is certainly worthy of consideration. The importations of tractors into Australia in 1924-25 and 1925-26 are tabulated thus:—

	1924-25	1925-26
From all countries	£880,648	£799,670

While tractors are duty-free to the United Kingdom and are dutiable at 11 per cent net to all other countries (including Canada), United States manufacturers easily hold the predominant position in the trade. The greatest sale is for a tractor suitable for a small area of from 200 to 300 acres. Farmers favour a machine that they can, without expert assistance, easily repair. When the mechanism is enclosed, or built in, repairs are difficult, hence a type which overcomes this problem is certain to be favoured, especially on far-distant farms where it is costly to obtain mechanical assistance, and to obviate delays at a time when the machine is particularly required. Medium-priced tractors also command considerable business. In selling tractors, service is a great induce-

ment to influence a purchase. Buyers are taught to operate and to take care of their machines, and some agents—after twelve months' work—disassemble the tractor, completely overhauling all the parts, and reassemble the machine to the purchaser's satisfaction. Hence, whatever merits a machine may possess, it is essential to have a reliable selling organization capable of carrying out field demonstrations, by which method the bulk of the sales are made. There is every indication of a large development in the sales of farming tractors.

FARM WAGONS

Under item 360 of the Commonwealth customs tariff (vehicles, n.e.i.) farm wagons are dutiable at 55 per cent. As—in the case of all imports—10 per cent is added to invoice values before the duties are computed thereon, the 55-per-cent rate works out in practice as 60½ per cent net. Despite this high duty, and heavy freight charges on such bulky vehicles, there is some importation of farm wagons from the United States into Australia, and it is suggested that Canadian manufacturers might make an effort to obtain at least a portion of the trade.

In every Australian state there are coachbuilding firms, and in some instances they specialize in farm wagons, but the lighter-built imported wagon is favoured for special loading in which strength is not the main factor. The Australian farm wagon being constructed of hard woods, while of excellent build and design, is much heavier than the imported line.

CANADIAN BINDER TWINE

The manufacture of rope cordage and binder twine is carried on by factories—some of considerable magnitude—in all the Australian states (though chiefly in Melbourne and Sydney). The sources of supply of their raw materials are manila fibre from the Philippine Islands and flax fibre from New Zealand, so—excluding sisal—Australian rope works are more favoured by distance in obtaining their fibre than are their competitors in North America and Europe.

Hitherto, by reason of the customs duties on binder twine (£6 on that made in the United Kingdom and £7 per long ton of 2,240 pounds on that made in all other countries, including Canada), the importations have been very limited in comparison with the total consumption, the value of the imports during the last two years being £26,983 and £25,940 respectively, practically all coming from the United Kingdom and New Zealand.

The excellence of Canadian binder twine is well known in Australia, but the duty and heavy ocean freight have, in the main, placed it outside competition with domestic twine in this market. This year (1927), however, a very considerable quantity of Canadian twine is coming forward and importers are hopeful that the trade may be placed on a recurrent basis.

AUSTRALIAN CUSTOMS DUTIES ON AGRICULTURAL MACHINERY

The Commonwealth customs duties on agricultural machinery and farming implements are extremely high. Importations from Canada come under the general tariff—or maximum—schedules. For general information, it may be stated that the Commonwealth Customs Act defines that, in the case of all dutiable imports, 10 per cent has to be added to the invoice values before the duties are computed thereon, hence the net duties are more than superficially expressed in the tariff.

Taking some of the more important Canadian lines of implements, the following illustrations of the net Australian customs duties are quoted:—

Cultivating drills	38½ per cent net.
Reaper-threshers	38½ per cent net.
Reapers and binders	£10 each, or 49½ per cent net.
Mowers	£4 each, or 49½ per cent net.
Hay rakes	£3 each, or 49½ per cent net.
Ploughs, stump-jump	38½ per cent net.
Ploughs, other	33 per cent net.
Metal parts	2d. per pound, or 49½ per cent net.
Malleable castings	2½d. per pound, or 49½ per cent net.
Tractors	11 per cent net.
Cream Separators	Free.

(Where specific and ad valorem duties are quoted, whichever rate returns the higher duty is applicable.)

In addition to the duties is the natural protection enjoyed by Australian manufacturers over their importing competitors through the cost of railway carriage to the seaboard, ocean freight on such bulky lines, marine insurance, bank exchange, landing charges, and labour in assembling at port of destination.

IMPORTATION OF FARMING IMPLEMENTS IN 1927-28

It is much too early to anticipate the seasonal prospects or to estimate those bearing upon the importations of agricultural machinery for the coming year. Over such a vast area—comprising 2,974,581 square miles of Australian territory—it is generally a safe deduction that climatic conditions will, year in and year out, be unfavourable over a portion of the Commonwealth. At this date some good rains have been experienced in parts of Queensland and New South Wales, while other parts of those states are sorely stricken through lack of moisture. Victoria has had a protracted period of dry weather, while South Australia is fairly normal, but in both of those states seeding has perforce been backward. In the wheat-growing areas of Western Australia the season has generally been favourable. Wholesale merchants and agricultural machinery houses report that country collections are particularly slow, and hence some curtailment of credit may be anticipated.

AUSTRALIAN AGRICULTURAL IMPLEMENT FACTORIES

The manufacture of agricultural machinery is an old-established and important Australian industry. While Melbourne is the chief centre of the industry, factories are in operation in all the states. In country towns there has been an increase of small factories. In recent years substantial increases have been made by the leading plants in the output of new lines, so that to-day Australian manufacturers of agricultural machinery and farming implements cover all imported lines. The industry has benefited greatly by both the exceedingly high customs duties and the natural protection caused by ocean freights and other importing charges on machinery of such a bulky and heavy character.

The following table gives particulars concerning Australian agricultural machinery factories for the years 1923-24 and 1924-25 (the latest available):—

	1923-24	1924-25	+ Increase — Decrease
Number of factories	160	153	— 7
Number of employees	5,584	5,535	— 49
Actual horse-power of engines used . .	3,807	4,349	+ 542
Approximate value of land and buildings	£ 590,066	£ 625,767	+£ 35,701
Approximate value plant and machinery	595,151	559,413	— 35,738
Total amount of wages paid	1,128,002	1,181,572	+ 55,570
Value of fuel used	63,096	70,680	+ 7,584
Value of raw material worked up . . .	1,442,679	1,569,456	+ 126,777
Value of final output	3,132,305	3,283,008	+ 150,703
Value added in process of manufacture	1,626,530	1,642,872	+ 16,342

AGRICULTURAL IMPLEMENTS EXPORTED FROM AUSTRALIA

The values of Australian-made agricultural implements and machinery exported from the Commonwealth in 1924-25 and 1925-26 (chiefly to South Africa, New Zealand, Fiji and other South Sea islands) are shown thus:—

Australian (Origin) Exports	1924-25	1925-26	+ Increase — Decrease
Cream separators	£ 4,864	£ 182	— £ 4,682
Ploughs and harrows	7,008	5,760	— 1,248
Reapers and binders	18	108	+ 90
Stripper harvesters	1,815	766	— 1,049
Strippers	930	....	— 930
Harvester parts	3,811	1,476	— 2,335
Implements (unspecified)	13,404	11,923	— 1,481
	£31,850	£20,215	—£11,635

COMMERCIAL NOTES FROM NEW SOUTH WALES

COMMERCIAL AGENT B. MILLIN

Rice-growing in New South Wales

Sydney, June 2, 1927.—What is practically a new primary industry in New South Wales has been developed on the Murrumbidgee Irrigation Area, two hundred miles from Sydney. During the past three years experiments have been carried out in rice-growing, and these have proved that the crop can be cultivated at a substantial profit to the grower. It is estimated that from the 2,000 acres under crop in the irrigation area this year a harvest valued at £80,000 will be reaped. The yield is expected to average from 80 to 100 bushels per acre and will be worth £12 10s. per ton when harvested. The cost per acre for the water utilized in rice cultivation ranges from 20s. to 25s. The crop was taken off in some instances with a header, but generally with a reaper and binder.

Citrus Crops in New South Wales

Despite the fact that recent cyclonic gales accompanied by torrential rains have done considerable damage to the citrus orchards of the state, fruit-growers are expecting an excellent season with record pickings of oranges, mandarins, and lemons.

Successful Tests of Australian Alcohol Fuel

Alcohol fuel made in Queensland from molasses has been tested in Ford motor vehicles owned by the Commonwealth Government. Exhaustive tests of the product were made under the direction of the Commonwealth Analyst on departmental vehicles, and the composition finally decided upon for the fuel was as follows: ethyl alcohol (95 per cent pure spirit), 70 per cent; petrol or benzol, 20 per cent; sulphuric ether, 10 per cent; adding wood naphtha, 1 per cent, and pyridine, 0.25 per cent.

The fuel was used in the Ford motor vehicles of the Postal Department from August, 1924, until late in 1926, and the results obtained were stated to be very satisfactory. When the alcohol was first used, it was noticed that the engines were hard to start, but this difficulty was overcome as more experience was gained with regard to the correct carburettor adjustments. The only drawbacks to the fuel are a slight tendency to burn the valves and the formation of rusty scale in the petrol tanks, due to the high water content of the fuel.

The trouble from the rust was not very appreciable while the alcohol was being used, but on the change being made back to petrol the rust scale came away, causing a good deal of trouble from stoppages. This was not finally overcome until the tanks were thoroughly cleaned. The mileage per gallon obtained from the alcohol was approximately 75 per cent of that obtained from

petrol. The pulling power of the fuel was reported to have been excellent. Since 1918 the consumption of petrol in Australia has increased from 17,000,000 gallons to 120,000,000 gallons per annum. At the present rate of increase the quantity consumed per annum doubles about every three years.

Energetic efforts are being made to discover a flow of natural oil in Australia, and at the present time oil is being drilled for at Belford Dome, about a hundred miles from Sydney, where the geological formation is stated to be most favourable.

Marketing of Australian Pearl Shell Overseas

With a view to eliminating the speculator, whose actions are having an adverse effect on the industry, the pearlers' associations of Broome and Thursday Island recently requested the Commonwealth Government to appoint an overseas marketing board, and an act was recently passed with that object in view.

It was officially stated that about 85 per cent of the world's supply of pearl shell comes from Australia, the annual production in the Commonwealth being approximately 2,250 tons, of an estimated value of £361,000. Of this quantity 1,200 tons is fished at Broome, on the northwest coast of Australia; 1,000 tons at Thursday Island, on the northeast corner of the continent; and about 50 tons are obtained at Darwin. The industry gives employment to about 3,300 persons, whilst the value of the 411 vessels engaged in the industry is approximately £212,000.

In addition, trochus shell to the value of approximately £80,000 is also fished from Australian waters. At Shark Bay, Western Australia, a variety of pearl shell is found in shallow water. This shell, although much smaller in size, and consequently lighter, than the shell found at Broome and Darwin, is nevertheless of commercial value. It is not proposed at present to include the trochus and smaller pearl shell within the scope of the act, but the door has been left open to include them later. The act does not include pearls produced, which it is estimated are valued at £63,000 per annum. The cost of producing pearl shell ranges from £150 to £170 per ton, while the prices realized from last season's shell ranged from £160 to £180 per ton. Before the war, when the cost of production was much lower, shell realized about £230 per ton abroad. The labour employed is principally Japanese, although Koepangers, Malays, and Chinese are also employed. Licences for fishing are only issued to Australian subjects.

Opal Production in Australia

The total value of the opal won from the earth in Australia now totals over £2,000,000. The opaliferous districts are mainly situated in the state of New South Wales, although valuable deposits are worked in Queensland, and to a lesser degree in other states.

Precious opal occurs in two geological formations—that is, in tertiary vesicular basalt and in upper cretaceous sediments, the most important being found in the latter formations.

The quality of opals found at the Lightning Ridge fields in New South Wales is so perfect that it is stated that no existing field elsewhere is capable of yielding similar gems, and if the quality of the gems may be judged from descriptions, the historic stones of the past could not compare with the perfection of the pattern, richness of colour, size, and the large and gorgeous flashes of the gems of this field.

The opal has been found at all depths from 5 to 90 feet, the most valuable being found at a depth of from 40 to 50 feet. Quite recently another large field was found forty miles from Walgett, in this state. Glowing reports have been received about the extent of the deposit and of the quality of the opal. One stone was sold for £450.

Oil-boring in Queensland

Boring for oil at Roma, in Queensland, has now been in operation for some time and the bore has reached a depth of 2,712 feet, to which depth a 10-inch casing has been set with a view of shutting off the flow of water. Operations have been suspended in order to determine whether this has been successful. If the flow of water can be shut off, boring will be resumed with an 8-inch drill. The corporation anticipates that gas will be struck at 3,700 feet. The Commonwealth recently agreed to subsidize boring operations with a grant of £10,000.

CONDITIONS IN THE IRISH FREE STATE

K. M. DOWLING, OFFICE OF TRADE COMMISSIONER

Dublin, June 17, 1927.—Business in the Irish Free State continues to be quiet, although signs of definite improvement are not lacking. The general elections were held on June 9, and the period of uncertainty which usually precedes an election has now passed. Cost-of-living figures show some decline, railway traffic receipts are higher, and bank clearings, which have for some months been lower than for corresponding periods of last year, show a decided improvement during the past month. Foreign trade returns for the twelve-month period ended April 30, 1927, show a decline in imports of about £2,200,000 and in exports of about £1,200,000, as compared with the period ended April 30, 1926. The unfavourable trade balance, which amounted to £18,585,000 on April 30, 1926, had declined to £17,590,000 on April 30, 1927.

BANKING SITUATION—BANK CLEARINGS

Deposits in Irish banks have declined since 1925 by about £6,000,000; advances show a similar tendency—thus the deposits were £185,008,847 in 1925 and £178,000,000 in 1926; the advances £103,515,492 in 1925 and £102,341,319 in 1926, a decrease of £1,174,173.

The bank clearings for the past six weeks are, however, encouraging—£27,825,000 against £27,086,000—as compared with the eighteen weeks' period ended April 30, 1927, when clearances declined by £1,610,900, as compared with the corresponding period of last year.

COST-OF-LIVING FIGURES

The following are the cost-of-living figures in Saorstát Éireann up to April of this year:—

Year	Saorstát Éireann				Great Britain and Northern Ireland			
	Jan.	Apr.	July	Oct.	Jan.	Apr.	July	Oct.
1922.. . . . .	...	191	185	189	192	182	184	178
1923..	190	181	180	186	178	174	169	175
1924..	188	178	183	193	177	173	170	176
1925..	195	188	188	188	180	175	173	176
1926..	188	180	182	189	175	168	170	174
1927..	182	171	...	...	175	165	...	...

The above index numbers, being mainly dependent on food prices, naturally show regular seasonal changes, decreasing from January to July, and increasing from July to January. The changes in coal prices, consequent on the coal strike in Great Britain from May to December, 1926, influenced the figures from May, 1926, to January, 1927. The average price of coal in April, 1927, was the lowest recorded since March, 1922. The decrease from January

to April, 1927, was mainly due to lower prices of eggs, milk, and butter in the food group, a general lowering of prices in the clothing group, and lower coal prices. The index number for April, 1927, is the lowest figure recorded since the commencement of this series of index numbers, as shown above.

RAILWAY TRAFFIC

The total receipts from Irish railway traffic for the past twenty-three weeks show an increase of £18,819. The companies are now making well-directed efforts to compete with bus competition and it is anticipated that a more efficient and expeditious handling of goods will result.

FOREIGN TRADE

The total volume of Irish Free State trade for the month of April (the latest available figures) was: imports, £4,890,000; exports, £2,816,000; re-exports, £56,000, the adverse trade balance for the month being £2,018,000.

The chief imports during the month were: bacon, £151,790; wheat, £358,006; wheaten flour, £236,644; tea, £220,890; sugar, £115,557; butter, £23,128; coal, £273,975; motor cars, touring, £72,280; commercial vehicles, motor, £18,719; motor car parts, £31,517; boots and shoes, £181,597; hosiery, all kinds, £84,038; men's and boys' suits, £39,216; women's and girls' costumes, £69,650; hats and bonnets, £42,431; paper and cardboard, £87,358.

Important Free State exports were: cattle, £730,901; pigs, £169,552; bacon, £145,778; fresh pork, £106,184; butter, £96,026; eggs, £403,863; porter, beer, and ale, £418,214; wool, £69,930.

AGRICULTURE

It is rather early to hazard any opinion as to the next harvest, but so far weather conditions are, if anything, unfavourable, and this may be looked upon as a late year. The policy of the Government has been to foster what may be termed agricultural export trade, and as a result the quality of eggs, bacon, and all dairy produce, as well as the more efficient merchandising of these, has been aimed at, with the result that Irish produce commands an enhanced price in the English market.

Early in the year weather conditions made the outlook very promising for grain and root crops, flax, and potatoes, but due to lack of rain, which is now much needed, crops generally are backward.

In the various areas turf cutting was begun earlier than is customary, and the favourable condition of the weather encouraged a larger supply than usual of this fuel to be cut for saving.

Cattle.—Grazing stock are said to be in a healthy condition and to have responded well to open feeding. Average supplies of farm cattle came forward to the fairs, where the best demand was for well-bred young store cattle in forward condition. Good quality young cattle (one to two years old) sold up to £16. The general range in prices in all counties for beef cattle was from 40s. to 45s. per cwt., though in West Limerick prices reached 52s. First-class young stores fetched from £14 to £16, and strong stores from £17 to £21 per head. Springing cows sold at from £20 to £25, and similar quality down calved at £19 to £24 per head. Prices for yearlings maintain a high level, the rate being £9 to £12 each. Prices for dropped calves ranged from £2 15s. to £6 10s.

Sheep.—Sheep sold at from £2 10s. to £4 5s., and lambs from 30s. to 47s. 6d. Shearing is well advanced, and fleece is stated to be better in quality than usual, and is being sold at from 11d. to 1s. per pound.

Pigs.—The demand for young pigs is brisk and prices ranged from 26s. to 45s. The live-weight price of pigs is from 64s. to 66s. per cwt., deadweight prices being from 87s. to 90s.

INDIA'S IMPORTS OF PROVISIONS AND OILMAN'S STORES

TRADE COMMISSIONER H. R. POUSSETTE

Calcutta, June 8, 1927.—The imports of provisions and oilman's stores into India appear to be steadily increasing. For the year ending March 31, 1925, the imports were valued at Rs. 3,91,76,911. The following year the total imports amounted to Rs. 4,64,74,492, and for the year ending March 31 last they were Rs. 5,50,48,611. The exchange value of the rupee is 1s. 6d.

CANNED FISH

At the present time Canada participates to an almost negligible degree in this quite substantial provision trade. Probably the largest item would be tinned salmon, although the Canadian product does not seem to have much share in this. The reason no doubt is, that British and United States exporters canvass this market very thoroughly through their representatives or agents, and consequently the tendency is to purchase their salmon in preference to the Canadian pack of which little is known. From indications, it is probable that in the future Canadian salmon will be better known than is the case at present.

The imports of tinned or canned fish, which would include salmon, sardines, herrings in tomato sauce and such like, amounted to Rs. 21,37,022 in the year ending March, 1925. The following year the imports amounted to Rs. 27,76,216, and for the year just closed Rs. 35,58,621. It will thus be seen that the trade in tinned fish is important and that the tendency is upward. While a fair quantity of tinned fish is consumed throughout India, for its size the best market is in the Province of Burma. The Burmese people are extremely fond of fish, and as they are good spenders the demand is of considerable proportions.

The labels for salmon should be bright and attractive, and it is advisable that they should afford a good idea of the contents—that is, there should be a good picture of the fish itself.

The market takes the usual packing, that is, talls and flats and 48-pound tins to a case.

Chum salmon is in very small demand. So far as India is concerned apart from Burma, it has been stated that 90 per cent of the trade is in pinks and the balance is made up of reds.

California packers are much in evidence, and three well-known marks probably between them secure the major portion of the trade. This is the reward of enterprise, for each of these firms is aggressive, energetic and capable.

SARDINES

Canadian sardines from the Atlantic coast are finding their way into India, and while, so far as can be judged, they have not yet become well known, it is hoped that this condition will be overcome in the comparatively near future.

Sardines are also imported into India from Europe. The demand for this class is limited and it probably never reaches the moderately well-off classes.

There is further demand for what is known in this market as California sardines, which presumably are either the same or very similar to pilchards. The California sardines are put up with tomato sauce and appear to be fairly popular. Up to the present no attempt has apparently been made to secure a foothold for British Columbia salmon in this market.

With regard to the canning of sardines, it is most necessary that the tinning and sealing should receive particular attention. If the oil leaks, the labels become discoloured and consequently the value of the goods is lowered.

There is a local sardine which is caught and packed on the southwest coast of India. The trade in this article is a fair one.

BACON AND HAM

The trade in bacon and ham is increasing to a slight extent. For the year ending March, 1925, the imports amounted to Rs. 15,57,845. The following year they had increased to Rs. 18,96,156, and for the year just ended the total value of bacon and ham imported was Rs. 19,16,676.

Canadian bacon is now coming into this market in small quantities, and it can be said for it that where used it is well liked, and consequently it is likely to grow in demand. Canadian bacon has commended itself to discriminating consumers not only on account of its pleasing appearance but its uniform quality. It is to be hoped that packers will be careful to maintain this quality, as if they will do so there seems every reason to believe that they can build up a substantial and profitable trade.

The opinion in regard to Canadian hams is not so definite as that regarding bacon. One importer objected to the cure, another expressed himself as being entirely satisfied, although presumably the quality was the same. No doubt the curing of hams for India will require more study than the curing of bacon. In view of the success which has met Canadian exporters in other countries and particularly in the West Indies, there is little doubt that in time they will be able to turn out a ham entirely satisfactory for the Indian climate.

The Indian climate is a very difficult one during a large portion of the year, and this particularly applies to the coastal belt. The temperature is high and also the percentage of humidity, and as a consequence of this foods are liable to deteriorate very rapidly. To afford an idea of conditions in Calcutta, during the present season on one day the temperature was over 100 with a humidity as high as 89 per cent. To any one familiar with the curing of meats for the tropics, it will be easily perceptible that the cure that will withstand such weather conditions must be very carefully undertaken.

To pack for this market, the hams should be wrapped in canvas in what is sometimes known as a sleeve, and this is inserted into an outer covering. Between the sleeve and the outer covering oathusks are filled in. Hams are then placed in the case and packed with salt. They are usually packed twenty to a case.

As prices are usually interesting to Canadian exporters, it can be stated that a well-known mark of English hams was selling about the middle of February at 193s. per hundredweight c.i.f. Bombay. These hams weigh from nine to twelve pounds. Hams weighing from fourteen to sixteen pounds were quoted at 191s. per hundredweight c.i.f. Bombay. Bacon about the same time was quoted at 161s. per hundredweight.

TINNED MEATS

There is a limited demand in India for tinned meats such as corned beef, tongue, sausages, etc. Samples of Canadian tinned meats have been received, but do not seem to have led to orders. Tinned sausages would appear to present the best opportunity, but so far as can be gathered the English article has the field. They are well known and appear to be well liked, and as this market is extremely conservative, it will probably require some effort to compete in this line.

LIGHT CROP OF HAY IN THE UNITED KINGDOM

TRADE COMMISSIONER HARRISON WATSON

London, June 28, 1927.—As in most countries, the consumption of hay in the United Kingdom has greatly fallen away owing to the increasing adoption of motor traction. For this reason, even a light home crop usually suffices for the requirements of the country. It happens, however, that in most years of deficiency, the shortage of hay is acute in particular districts, and in such cases it is sometimes cheaper for users to buy imported hay than to pay heavy costs of inland transportation.

In the past, Canadian hay shippers have from time to time been able to take advantage of such opportunities. It is therefore desirable to state that the most recent monthly report issued by the British Ministry of Agriculture and Fisheries indicates the probability of this year's yield of hay, both in England and Wales, being at least 10 per cent below average.

The protracted spell of cold weather which prevailed during the growing season has also affected the quality of the hay, which almost universally lacks "bottom." Occasional spells of sunshine during the past fortnight or so have been of some benefit, but now that cutting has commenced, rain, accompanied by low temperature, is again being experienced. The outlook therefore is that there may be later on an opening for Canadian hay in particular sections of Great Britain. Canadian shippers are, however, warned not to embark in export without previously obtaining the advice of reliable hay importers on this side.

It is still premature to make any forecast as to the probable yields of wheat and other cereal crops. Estimates made by the Ministry indicate that there is little change in the total acreage of wheat in England and Wales as compared with last year, but the planting of barley and oats is somewhat smaller.

While all crops have been affected by the cold and dry weather, the general outlook at the present time is fairly favourable. Crops in all districts, however, are backward.

ECONOMIC CONDITIONS IN JAMAICA

F. L. CASSERLY, OFFICE OF TRADE COMMISSIONER

Kingston, June 27, 1927.—At the date of writing, sugar—basis 96° polariscope test, refining crystals—is worth approximately £15 10s. per English ton; rum, 1s. 9d. per imperial liquid gallon (nominal); bananas, 2s. 6d. per count stem; and cocoanuts, 8s. per 100—all f.o.b. Jamaica.

A month ago bananas were worth as much as 4s. 6d. per count stem in some parts of the island, and the considerable fall in price is attributed to the decline in demand for this fruit in northern markets, which usually occurs at this time of the year owing to the ripening of their domestic crops, and also to the extremely large production of bananas in Jamaica. It would seem that more fruit is being grown than can conveniently be shipped, and this in itself must exercise a downward tendency on prices.

The accounts of public revenue disclose that on the 31st of March last customs duties yielded about £61,000 more than the Government's original estimate made about a year before. Customs collections may be regarded as a sort of financial barometer in Jamaica, since a very large proportion of the public revenue is derived from duties charged on imported articles. During the past fifteen months, owing to good crops and absence of hurricanes, the amount

of money in circulation in the country has been greater than for many years past, and this condition is reflected in an increased demand for various commodities of civilized life.

An interesting development has occurred in regard to the co-operative agricultural movement in Jamaica, which has been mentioned in previous reports. About two years ago there was formed a producers' association modelled on similar associations in Canada, Australia, and the United States. The question of an independent line of steamers to carry the growers' bananas to the United Kingdom, which is the principal market in view, and of an organization there for distributing the fruit, soon arose; and various proposals have been made in this connection both to the local government and to the authorities in England. The Governor of Jamaica has expressed his approval, in principle, of a direct line of fruit steamers between England and Jamaica, and stated some months ago that official consideration of pledging the colony's credit in support of a loan for the purchase or building of the necessary ships would be conditioned by the producers' association's ability to obtain adequate guarantees of freight. Since then negotiations have been taking place between the producers' association and a well-known local company shipping fruit, with a view to the latter taking charge of the shipping and distribution in England of the fruit to be supplied by the local producers' association, and it is reported that a company is to be formed in England for this purpose.

The representative of a well-known Canadian financial house, which is also interested in various manufacturing industries, is at present in Jamaica bidding for the local railway's requirements of rails and accessories.

GERMAN MARKET FOR APPLE WASTE

ASSISTANT TRADE COMMISSIONER J. C. MACGILLIVRAY

Hamburg, June 23, 1927.—There is a good market in Germany for apple cores and skins and for pomace, the name applied to the pulpy residue which remains, in the cider industry, after the juice has been extracted from the apples. The trade is largely in the hands of one agent and the annual requirements of the country are estimated at several thousand tons. The cores and skins are used in the manufacture of a dark coloured and treacle-like jam which is used as a substitute for butter by the poorer classes in some of the industrial districts in the Rhineland, while the pomace is used in the manufacture of pectin.

Up to date supplies have been coming forward almost exclusively from the apple evaporating plants and cider factories in New York State, but last season some small shipments were made to Hamburg from Nova Scotia via New York. These turned out to be entirely satisfactory, and the agent referred to above is anxious to secure additional supplies from Canada from this season's crop.

Before the war cores and skins were imported into Germany from Australia and Tasmania, but in recent years high freight rates have made business from these countries impossible. There has recently been some relaxation in freights, however, samples of the Australian product have appeared in the market, and it is not impossible that competition from this source will again appear. France is another possible competitor. With the prospects of a good crop in the apple-growing districts of Brittany, it is stated that supplies of waste will be available which can be cheaply shipped in bulk by the carload direct to the jam factories on the Rhine. Despite these two factors, however, the market can absorb any additional quantities which may be available in Canada.

The prices which the cores and skins will bring may be roughly stated to be in the vicinity of \$5.50 per 100 kilos (220 lbs.) c.i.f. Hamburg or Rotterdam, while the pomace will bring slightly more or roughly \$5.50 per 100 kilos

c.i.f. the same ports. The usual terms prevailing are cash against documents on the arrival of the shipment. The German import duty is R.M.4 per 100 kilos.

The packing is generally in jute bags weighing about 50 pounds gross; disused cement bags which had been thoroughly cleaned have been used to satisfaction. The products should be shipped in a soured state, naturally dried, and the moisture content should be as low as possible in order to avoid the possibility of heating while in transit.

Attention is drawn to Trade Inquiry No. 620, which appears on page 93 of this issue.

PRESENT CONDITIONS IN ARGENTINA

TRADE COMMISSIONER E. L. MCCOLL

[NOTE.—Values are expressed in Canadian dollars.]

FOREIGN TRADE

Buenos Aires, June 16, 1927.—Statistics of Argentine foreign trade for the first quarter of 1927 published on June 15, showed an increase in exports and a decrease in imports when compared with the same period last year. The total amounted in value to \$506,104,456, an increase of 8.6 per cent over that of the first three months of 1926. Imports amounted to the equivalent of \$207,008,952, a decrease of 11.8 per cent when compared to the same period of the previous year. This difference is accounted for by a change in values as much as by the decrease in quantities, so that in actual goods imported there might not be a decrease of more than 5 per cent. Exports amounted to \$299,095,504, or an increase of 29.2 per cent over the first quarter of 1926.

The balance of trade for the period under review amounted to \$92,086,553 in favour of exports, while for the first quarter of 1926 there was an unfavourable balance of trade of \$3,236,972.

While exports show an increase in value of 29.2 per cent, there has, as a matter of fact, been an increase in quantities shipped of 83.3 per cent, the decreases in prices since the same period last year being responsible for the difference.

Of products imported, 23.4 per cent of the total value were free from duty, the total amount collected by the customs authorities amounting to \$34,992,509, being 16.8 per cent of the value of all goods brought into the country or 22 per cent of the value of dutiable articles.

DETAILS OF EXPORTS UP TO MAY 24, 1927

Quantities in metric tons of 1,000 kilos of principal exports from Argentina, from January 1 to May 24, 1927, show a very substantial increase over the average shipments of the same period for the years 1922 to 1926 inclusive.

The total tonnage of cereals exported up to May 24, 1927, amounted to 7,176,000 tons; the average for the first five months of 1922 to 1926 inclusive amounted to 4,053,000 tons. The present period therefore shows an increase of 76 per cent over the average for the same period during the last five years.

Calf skins, ox and horse hides have slightly fallen below the average to the extent of about 6 per cent.

Chilled beef, all of which was shipped to the United Kingdom, shows an increase of about 38 per cent above the average, while frozen beef, mutton, and

lamb show a slight falling off. The following statistics give the products exported in detail:—

	Jan. 1-May 24, 1927	Average first 5 Months, 1922 to 1926
Wheat	2,794,247	2,126,626
Maize	2,594,282	807,362
Linseed	967,858	636,070
Oats	352,384	280,253
Barley	243,446	64,876
Flour	59,607	52,259
Wheat products	164,249	85,911
Canned meat	1,298,426	384,663
Quebracho logs	43,285	55,583
Quebracho extract	114,155	79,654
Butter	469,795	517,312
Hay and alfalfa	4,003	30,912
Calf skins	513,594	600,087
Ox hides (dry)	673,672	927,386
Salt ox hides	2,255,732	2,092,714
Horse hides	42,552	56,631
Sheep skins	13,015	16,386
Goat skins	2,088	2,429
Wool	219,163	181,287
Hair	2,626	2,774
Cotton	7,486	5,819
Tallow	4,731	2,833
Tallow	120,654	96,607
Frozen beef	1,098,499	1,343,770
Chilled beef	2,443,750	1,766,843
Frozen mutton	668,946	922,638
Frozen lamb	514,036	595,436

Average Weights in Kilograms.—1 bale of wool, 420; 1 bale of sheepskins, 400; 1 bale of hair, 400; 1 bale of goat skins, 370; 1 bale of hay, 50; 1 pipe of tallow, 400; 1 cash of tallow, 160; 1 case of butter, 25; 1 bale of cotton, 200.

PRODUCTION

Areas (in hectares of 2.471 acres) of the four main cereals—wheat, maize, linseed, and oats—sown for the 1926-27 seeding show an increase of nearly 500,000 acres over the previous year. The area planted for maize is slightly less than last year, but exceeds the 1924-25 season by over 15 per cent. Details for the last three seasons are as follows:—

	1926-27	1925-26	1924-25
Wheat	7,800,000	7,768,990	7,200,000
Linseed	2,700,000	2,509,450	2,558,698
Oats	1,283,300	1,292,530	1,071,000
Maize	4,289,000	4,297,000	3,707,700

The production of 42,000 tons of cotton at the last harvest is a very pronounced reduction from the 97,400 tons of the 1925-26 crop. There has been considerable optimism over the probable successful cultivation of cotton in the north-west part of Argentina and production had increased from 19,434 tons in the season 1922-23 to 97,400 tons for the season 1925-26. One of the leading dailies recently drew attention to the fact that the cotton crop of 1925 sold for \$10,152,000, while in 1926 \$5,000,000 was obtained, and it is not expected that the present harvest will bring more than \$2,500,000. Cotton in the Chaco, as this district is called, was referred to as the “white gold” of Argentina, and this marked diminution in the production of the last two seasons is causing serious apprehension over the future of this staple. The production of butter in the republic, amounting to 34,495,000 kg., is an increase of 4 per cent over the previous year. Exportation amounted to 29,134 tons, local consumption being 5,365 tons; the small difference is accounted for by importation. Cheese production amounted to 15,120,000 kg., a small reduction from the previous year. Exportation amounted to 393 tons, while local consumption accounted for 16,283 tons.

CASEINE

The production of caseine in 1926 amounted to 19,864 tons, which is a very slight increase over the previous year. Exports accounted for 19,459 tons.

RAILWAY RECEIPTS

Eight railways of British capital with 15,606 miles of line show receipts, from July 1, 1926 to June 4, 1927, of the equivalent of \$205,215,930, an increase of approximately 7 per cent over the same period of last year. Railways of foreign capital other than British with 2,491 miles of track show receipts during the same period of \$18,726,210, which is little less than a 10 per cent increase over the same period for the previous year. National railways operating 4,574 miles show receipts for the same period under review of \$12,612,214, an increase of nearly 8 per cent over 1926. Buenos Aires tramways with 420 miles of line show receipts of \$12,226,114, a slight increase over the previous year.

FINANCES

It was announced by the press of to-day's date (June 16), that at a meeting of the cabinet held to discuss the budget it was estimated that income would amount to \$270,000,000. The Minister of Finance reviewed the flourishing condition of the country and the sound state of national finances, but stressed the need for economy and urged the necessity of keeping government expenditure within revenue.

The gold held in the "Caja de Conversion" as a guarantee against paper circulation amounts to 453,798,984 gold pesos. Paper money in circulation is equivalent to 582,727,000 gold. In foreign exchange the Argentine peso has been steady at a very small fraction below par.

WHEAT AND FLOUR MARKET IN CHINA

TRADE COMMISSIONER L. M. COSGRAVE

Shanghai, June 17, 1927.—Fairly reliable information is now available regarding the new Chinese wheat crop, particularly in Central China and the provinces between the Yangtze and the Yellow river, and it would now appear that in general available supplies promise to be much larger than had been anticipated.

When first reports were received some weeks ago, it was felt that, even if the crop itself was satisfactory, it would be impossible to move any considerable amount, due to the widespread warfare in the Yangtze valley and complete absence of transportation.

The transfer of the war zone northwards into Chili and Honan, and the control of the central wheat area by the Southern Government, has, however, made it possible for considerable supplies to reach the main consuming areas such as Wusih and Shanghai.

It is believed that the carry over from last season amounts to about 500,000 piculs (one picul equals 133 pounds), mostly held in Kiangsu, which should ensure a good supply of indigenous wheat to the local flour mills for some time, and with transportation on the Yangtze river improving daily, leading millers anticipate satisfactory supplies for the next three months.

From present indications there will be no urgent necessity to import large supplies of foreign wheat, though demand may increase in October and November.

Reports from most of these producing districts indicate normal yields. Kiangsu and Anhwei have good average crops, while the same remark applies to Honan and Chili. There is no reliable news from Shantung, but the crop on the whole is considered better than last year.

These favourable reports appear to have surprised even the local cereal exchanges and speak volumes for the tenacity of the Chinese farmer, as the main wheat area has been overrun for months past with opposing military forces.

Though fair supplies of Canadian wheat have been received and ordered in the past three months, present prices are apparently of little interest to Chinese millers, as over 75 per cent of the local mills are now running on local supplies, which are reported to be moving steadily from the interior. The demand for flour is somewhat restricted, due to the absence of the usual heavy demand from the north, now the scene of severe fighting, and, as is usual at the opening of the new season, Chinese flour prices are lower than last month, selling at present at about tls. 2.40 per sack, with new crop wheat in demand at tls. 4.40 (one tael equal 61 cents Canadian). This price is 5 to 10 cents less than the opening last year.

CHINA'S IMPORT TRADE IN 1926

TRADE COMMISSIONER L. M. COSGRAVE

Shanghai, June 17, 1927.—China's import trade for the first nine months of 1926, according to unofficial returns of the forty-five ports under the Maritime Customs, as compared with the corresponding period of 1925, shows a considerable advance in most of the staple articles of foreign merchandise consumed in this territory, despite the great dislocation of trade inseparable from recent events.

The bulk of the trade increase was confined to Shanghai, which continues to be the chief port of entry and distribution for China, followed by the North China ports of Tientsin and Dairen, where more stable conditions prevailed during the period under review, and thus developed programs could be carried out with a minimum of interference. The Canton-Hongkong deadlock, which was not formally settled until October 1926, interfered seriously with all shipping in South China, combined with strikes and general labour disturbances in South China ports as far north as Shanghai.

From advices received from the Statistical Bureau of the Chinese Maritime Customs, the main ports of Shanghai, Tientsin, Dairen, Canton and Hankow, out of the forty-five ports which supply official data, are credited with 85 to 90 per cent of China's total trade. These ports continue to show a steady rate of increase, particularly Dairen, which in 1916 was fifth in importance, but by 1924 it had forced Tientsin out of second place, and this position it has since maintained. The rise of Dairen into prominence is due to its location as the chief port of entry for Manchuria with its rich mineral and agricultural resources, and extensive railroad and industrial development.

Although China's import trade with western countries is particularly concerned with a few main staple commodities like petroleum, tobacco products, lumber, raw cotton, iron and steel and machinery, other products are attracting increasing attention. The following table contains preliminary figures (the latest available) for the total quantity or value of the principal imports of foreign merchandise into China, which interest Western traders either directly or indirectly:—

IMPORTANT COMMODITIES IMPORTED INTO CHINA

(Through 45 Maritime Customs)

Articles	First Nine Months of	
	1925	1926
Automobilesnumber	2,126	3,600
Cotton, rawpiculs	1,609,925	2,396,612
Cigarettesthousands	5,685,861	6,775,159
Dyes, aniline, not otherwise reported, haikwan taels	2,619,112	4,906,758
Artificial indigopiculs	505,450	243,392
Sulphur blackpiculs	26,934	22,488

IMPORTANT COMMODITIES IMPORTED INTO CHINA—*Continued*

Articles	First Nine Months of	
	1925	1926
Electrical materials and equipment	7,731,728	9,044,502
Flour, wheat	2,257,659	4,846,000
Machinery	8,717,679	8,499,666
Milk, canned	28,477	45,356
Ginseng	433,837	502,236
Iron and steel merchant products	6,211,867	6,990,976
Petroleum products—		
Fuel oil	17,934,253	26,384,569
Kerosene	194,774,510	179,054,826
Gasoline	6,757,853	8,802,999
Lubricating oil	5,244,388	7,277,142
Railway materials and supplies	3,667,090	4,809,211
Railway ties	1,353,637	214,696
Soda ash	614,049	597,282
Sugar	7,958,303	7,853,991
Sulphate of ammonia	212,614	506,576
Tobacco, leaf	421,495	636,609
Rice and paddy	6,128,307	13,143,486
Wheat	200,961	3,456,515
Lumber, softwood	151,071,000	236,322,000
Medicines	3,966,713	4,598,108

Haikwan tael in 1925, G\$0.84; and in 1926, G\$0.762. Picul, 133½ pounds; catty, 1½ pounds.

These figures represent the gross imports for the first nine months of 1925-26, covering trade into China by steamers. Considerable trade of a transshipment nature from Indo-China, Japan and nearby ports is carried on by sea-going junks, which are reported through the Chinese native customs and which are not as yet available. It will be noted that China's desire for Western improvements is particularly noticeable in the increase of automobile imports, especially in the northern provinces where extensive transportation by motor and omnibus service is already in operation.

Of the 3,600 automobiles imported into China during the first nine months of 1926, the port of Shanghai was credited with approximately 36 per cent, while the remaining 64 per cent was divided among the ports of Dairen, Tientsin, Hankow and Kiachow, with Dairen leading.

The reduction in China's main import, petroleum, was chiefly due to heavy military taxes upon refined mineral oils in transit which, combined with dislocated traffic routes, tended to discourage traders. It is noteworthy that Russia supplied 1½ million gallons of kerosene in 1926, some 163 per cent more than the previous year.

Imports of wheat into China for the period mentioned are somewhat misleading, as supplies in 1925 were chiefly brought in during the months of October, November and December of 1924, which do not appear in the figures shown, whereas supplies for 1926 were bought at a later date, arriving during the first quarter of the period under review. Wheat flour also shows a notable increase, but as this commodity varies with the indigenous wheat crop, statistics are not a valuable guide.

Construction work in China was chiefly responsible for the iron and steel, lumber, machinery and electrical equipment figures, and was confined largely to North China, where with quieter conditions prevailing a large building program was carried out. Soft wood lumber imports increased some 56 per cent, purchases being confined chiefly to the United States, though more interest is being evinced in the higher grades of lumber available in Canada than has heretofore been the case. Approximately 35 per cent was carried direct through the Ports of North and Central China, and 65 per cent is credited to Shanghai.

The advance of some 11 per cent in China's imports of iron and steel products appears to have been evenly distributed amongst all customs ports,

though Hankow, Shanghai and Canton show the largest increases, while Dairen represents the total requirements of Southern Manchuria, whose demands are steadily increasing due to the activities of the South Manchuria Railway and the numerous modern towns which are growing up in the railway area.

In the matter of railway supplies, Harbin led with some G\$2,000,000. In addition to large amounts of scrap iron and steel for re-manufacturing purposes, China imports regularly considerable amounts of second-hand iron and steel which it sells outright.

Certain sections of China are showing considerable interest in the advantages accruing from the use of electrical power; not only were electrical railroads and electrical lighting facilities extended during the nine months of 1926, but considerable business was transacted in motor-driven machinery for industrial enterprises and for grinding cereals. As a result, China's imports of electrical equipment, including general supplies of telegraph, telephone, and power-station materials, advanced 17 per cent though imports of machinery show a reduction of 2.5 per cent.

Only the returns of the larger ports specify the types of machinery imported. According to this segregation, besides general machinery, the chief industrial centres of China imported to the value of G\$850,000 in propelling machinery, G\$600,000 in pumps, and G\$2,500,000 in textile machinery.

From this brief analysis it will be seen that the import requirements of China continue to expand and that substantial and satisfactory business continues to be secured by those firms who maintain close contact with the various trading interests, despite the unsettled and at times almost chaotic economic situation.

Actual and potential shippers from Canada should therefore be guided by their agents in China rather than assume, from a perusal of press despatches that conditions are such as to preclude business.

FORECAST OF JAPAN'S CEREAL CROPS

TRADE COMMISSIONER JAMES A. LANGLEY

Kobe, June 18, 1927.—According to the latest report issued by the Ministry of Agriculture and Forestry, there will be a decrease in the crops of cereals this year in Japan. The forecast of the yield of barley, naked barley and wheat, based on condition of growth on June 1, is estimated at about 1,316,243 koku less than the actual crop of last year and about 163,803 koku from the average crop for the preceding five years. With the exception of the Hokkaido district and eight Prefectures the year's forecast of crops, of barley, naked barley and wheat is 18,187,970 koku (a koku is 4.96 bushels). Barley is estimated at 6,049,040 koku, naked barley at 6,884,990 koku, and wheat at 5,253,940 koku.

Below is a table showing this year's forecast, compared with last year's crop and the five-year's average:—

	This Year's Forecast	As compared with Last Year's Crop (In koku of five bushels)	As compared with Five-Year Average
Barley.. . . .	6,049,040	— 848,857 (12.3%)	—656,075 (9.8%)
Naked barley.. . . .	6,884,990	— 371,026 (5.1%)	+339,935 (5.2%)
Wheat.. . . .	5,253,940	— 96,360 (1.8%)	+152,337 (3.5%)
Total.. . . .	18,187,970	—1,316,243 (7.1%)	—163,803 (0.9%)

The area planted to barley this year shows a decrease of over 6½ per cent, while a somewhat greater area was planted in wheat. The decrease in crops

this year, however, is due not so much to this smaller area as to the fact that the farmers withheld from planting due to the fall in prices and also to unfavourable weather conditions. The weather was very cold up to the middle of March, and in some districts quite a lot of damage was done by hailstorms.

In Korea the same condition is to be found as in Japan. The forecast for barley, naked barley and wheat (based on growth on June 1) shows that there has been a decrease in amount grown. Barley shows a drop of 340,104 koku from last year's actual crop, while wheat dropped 48,506 koku and naked barley 6,526 koku from last year's actual crop. This year's forecast estimates barley at 6,742,022 koku; wheat at 2,075,120 koku; and naked barley at 379,044 koku.

HARBOUR AND LIGHT DUES REIMPOSED IN JAMAICA

Mr. F. L. Casserly, office of the Trade Commissioner in Kingston, Jamaica, writes under date of June 30 that the harbour and light dues which were abolished in Jamaica about four years ago have been reimposed as from July 1, 1927. Details of these taxes, which are payable by the master of every vessel entering a Jamaican port, are on file at the Department of Trade and Commerce (quote file No. 27962), and may be obtained on application.

CATALOGUES WANTED FOR THE PARIS OFFICE

Mr. Hercule Barré, Canadian Trade Commissioner in Paris, writes requesting that Canadian manufacturers and exporters who are interested in the French market should furnish him with the catalogues which they have issued during the past two years which relate to products that may find a market in France, together with price lists. Mr. Barré notes that c.i.f. prices are an essential pre-requisite to business.

FOREIGN TRADE OF KENYA AND UGANDA

H.M. Trade Commissioner at Nairobi reports that imports for home consumption and domestic exports during the first three months of the current year amounted in value to £1,810,850 and £1,497,358, as compared with £1,821,581 and £1,605,968 respectively for the corresponding period of 1926. It should, however, be noted that home consumption exports exclude Government goods and specie and also produce of Tanganyika (valued in the first quarters of 1927 and 1926 at £131,873 and £215,417 respectively) intended for subsequent re-exportation. Of the domestic exports £1,066,767 were from Kenya and £430,591 from Uganda. Great Britain supplied imports valued at £773,461; other contributors were: the United States, £239,313; India, £192,877; Holland, £109,307; Germany, £82,681; and Japan, £79,251.

BRITISH SALE OF FOOD (WEIGHTS AND MEASURES) ACT

TRADE COMMISSIONER HARRISON WATSON

London, June 28, 1927.—There was published in *Commercial Intelligence Journal* dated April 9, 1927 (No. 1210) general details of the Sale of Food (Weights and Measures) Act, 1926, which had just been adopted by the British Government.

The object of the act is to ensure that purchasers of articles of food in the United Kingdom shall receive the weight, measure, or number which is purported to be sold. The act then issued outlined the general scope of the legislation, and contained a list of the articles affected.

It was officially announced that the act would come into force on July 1, 1927, and that special regulations would be published in due course specially dealing with the sale of pre-packed foods covered by the act.

Upon making informal inquiries, it was stated that the British Government proposed issuing these regulations towards the middle of the present year in order that they might come into force six months later. It is in pursuance of the intention that the Government has now issued two Orders.

The first provides that the Sale of Food (Weights and Measures) Act, 1926, shall take effect, as far as pre-packed articles (other than tea) are concerned, on January 1, 1928.

The second Order sets forth the regulations themselves, which are as follows:

1. These regulations may may be cited as the Sale of Food (Weights and Measures: Prepacked Articles) Regulations, 1927, and shall come into force on the 1st January, 1928.

2. The indication of weight required by or under the Sale of Food (Weights and Measures) Act, 1926, to be marked on any prepacked article of food shall be conspicuously and legibly marked in the manner hereunder prescribed, that is to say:—

(1) It shall be situated in a prominent position on the outside of the outermost wrapper or container or on a label securely attached thereto:

Provided that—

(a) where the outermost wrapper or container is of a transparent nature and the whole of the indication of weight is plainly and easily legible from the outside of the package the indication of weight may be marked on the next inner wrapper or container; and

(b) where the indication of weight is marked on a label such label shall be so placed as not to obscure or to overlap any indication placed upon the package in pursuance of any other statutory requirement.

(2) It shall be printed, stamped, or written, in plain block letters not less than one-twelfth of an inch in height when the greatest dimension of the package does not exceed six inches, and not less than one-eighth of an inch in height when the greatest dimension of the package exceeds six inches.

For the purpose of this regulation the expression "greatest dimension" shall mean the height, length or breadth, whichever is the greatest, of a rectangular or approximately rectangular package, and the height or maximum diameter, whichever is the greater, of a cylindrical, oval, or conical package.

(3) It shall be complete in itself, that is to say, the various words or groups of characters composing the marking shall be associated together so as to be read as a whole, and shall not be modified in meaning by any other words, figures or other indications on the package; and it shall contain no words, figures or other indications additional to those permitted by these regulations.

(4) The characters composing the indication shall be marked on a plain background and in distinct contrast thereto, that is to say, the characters shall be dark on a light background or light on a dark background.

(5) Denominations of weight shall be either spelt in full or if abbreviated shall be expressed by one or other of the abbreviations herein set forth, that is to say, for POUND or POUNDS the abbreviation LB., for OUNCE or OUNCES the abbreviation OZ., for HUNDREDWEIGHT the abbreviation CWT. The "ounce" denomination shall not be used alone to express a weight over one pound.

(6) The number of units of a denomination of weight shall be placed before the denomination; where the denomination is spelt in full, the number of units thereof shall be spelt in full, and where the denomination is abbreviated the number of units thereof shall be expressed in figures.

(7) Where the weight to be indicated is the net weight of the article of food enclosed in the package, the denomination or denominations of weight, together with the number of units thereof, shall either stand alone or shall be followed by the word NET or preceded by the words NET WEIGHT, as for example:—

2 LB.

2 LB. NET.

TWO POUNDS NET.

NET WEIGHT 1½ LB.

1 LB. 12 OZ NET.

(8) Where the weight to be indicated includes the weight of the wrapper or container in which the article has been weighed for sale the denomination or denominations of weight together with the number of units thereof shall be either followed by the word GROSS or preceded by the words GROSS WEIGHT, as for example:—

2 LB. GROSS.

GROSS WEIGHT TWO POUNDS.

BRITISH MERCHANDISE MARKS INQUIRIES

According to advice received from Mr. Harrison Watson, Canadian Trade Commissioner in London, the Board of Trade have referred to the Standing Committee (General Merchandise) applications for Orders in Council to be made requiring indications of origin in the case of the following imported goods:—

Iron and steel wire in coil, including strand wire; baling wire cut and looped at one end or both; barbed wire on reels; wire nails and wire staples; also products of the foregoing; shuttles for weaving; lawn mowing machines of the rotary blade type; brass water taps and other water fittings of brass and brass parts thereof; cabinet furniture of metal (not including locks); furniture castors; electric lamp holders, wall plugs, switches, and similar household fittings and metal parts thereof; brace and belt buckles of metal; rubber tires and tubes for motor cars, motor cycles and cycles, and also solid and semi-solid tires; felt hats and felt hat hoods; boots, shoes, and slippers of all descriptions.

These applications are under the provisions of the 1926 Merchandise Marks Act. Inquiries will be held regarding the applications, after which it will be decided whether or not marking orders, as requested, will be issued.

SHIPPING ROUTES TO SOUTH AFRICA WHERE TARIFF PREFERENCE IS INVOLVED

ASSISTANT TRADE COMMISSIONER C. S. BISSETT

Capetown, May 20, 1927.—In order to obviate any difficulty that Canadian exporters may experience in obtaining preferential rebates on goods going to the Union of South Africa where a tariff preference is provided it is advisable to:—

- (1) Ship through a Canadian port direct to the Union.
- (2) Ship on a through bill of lading, if shipment is made through any non-Canadian port, for direct removal to the Union.

In event that neither of the above is possible, the following points must be observed when a through bill of lading cannot be obtained:—

(1) Proof that the goods are of Canadian origin must be submitted. This is contained in the Certificate of Origin on the back of the Conference Form Invoice. (This proof must be submitted in all cases, even where shipment is made from a Canadian port direct to the Union or on a through bill of lading through any non-Canadian port.)

(2) Proof of the original indent from the foreign importer must be submitted. The indent number, the date of the original indent, and the name of the South African importer must be stated in the invoice. The shipping marks of both exporter and South African importer should appear conspicuously on the original containers. Goods bagged or boxed, shipped from Canada, must be received in the same bags or boxes in which they were originally shipped. The goods therefore must be received in South Africa in the same shape in which they left Canada, and must have been shipped by the Canadian exporter on the specific order or indent of the South African importer.

(3) Proof of the uninterrupted passage of the goods from Canada to South Africa must be submitted. The inland freight note bearing the official date stamp and signature of any responsible freight agent of any Canadian railway, or of the Canadian Customs authorities, when it accompanies the bill of lading, will be accepted as proof of uninterrupted passage, when the note shows that the goods were consigned direct from the Canadian shipping point to the ship by which they will be conveyed from the non-Canadian port to South Africa. The shipping marks and numbers on the outside containers should be sufficient to identify the consignment with those appearing on the inland freight note, the ship's bill of lading, and the covering invoices.

Every care should be taken by Canadian exporters to comply strictly with South African customs regulations and to guard against any possibility of a dispute arising as to the origin of goods invoiced as Canadian for which any rebate of duty is claimed.

The above points must be observed in order that there may be no possibility of Canadian goods being exported from Canada through United States ports, and having been in the meantime warehoused or stored in the United States, or having become part of United States stocks of Canadian goods. In other words, it is essential that proof be submitted that the goods have had an uninterrupted passage from Canada to South Africa (the onus of the proof being upon the Canadian exporter), and that they are of undoubted Canadian origin.

MARKING REGULATIONS AT HARBOURS OF UNION OF SOUTH AFRICA

Certain regulations regarding the marking of packages writes Mr. C. S. Bissett, Assistant Trade Commissioner at Capetown, are enforced in South African harbours.

(1) The administration will not be liable for any loss, delay or non-delivery of goods occasioned by insufficient or erroneous marking.

(2) When goods are insufficiently or erroneously marked, the administration, notwithstanding that all dues and charges shall have been deposited or paid, may require from any person claiming such goods a special release order signed by the ship's agents, or an indemnification against any loss or damage the administration may sustain by reason of the delivery to such person. The ordinary rent shall be charged against all such goods remaining on the administration's premises in consequence of such insufficient or erroneous marking.

Weights of Certain Packages to be marked thereon.—All packages exceeding 4,000 pounds in weight must have the actual weight thereof legibly painted on the outside of the package in close proximity to the shipping mark. If this condition is not complied with the package may be weighed by the administration, and all expenses of weighing, extra handling, cartage to and from the weighbridge, and the like, shall be charged to the consignee and may be forthwith recovered from him.

Incorrect Weight.—Should either weight or measurement appear to be incorrectly stated on an order or warrant, the administration may test the same, and if found inaccurate the cost of weighing or measuring, or both, with a minimum charge of two shillings and sixpence, must be paid by the consignee or shipper, as the case may be, in addition to any penalty to which he may be liable.

Documents Produced.—Bills of lading, freight notes, invoices and other documents shall be available and must be produced to the administration in respect of all cargo landed at a harbour, as and when required by the administration.

Bills of Lading.—Bills of lading shall be produced for all cargo landed or to be landed before orders can be accepted or delivery made of any portion thereof, and no bills of lading will be accepted on which the authority from the shipper to the holder is not deduced by a complete and accurate chain of endorsement, and every bill of lading shall clearly show to whose order the goods are to be delivered. In all cases of informality in bills of lading, application in writing must be made for the goods, stating the circumstances and enclosing any documents which will show the title to the goods. In every case the applicant shall indemnify the administration against loss or damage, by bond or otherwise, as the administration may direct.

UNITED STATES TARIFF ON SWISS CHEESE INCREASED

A proclamation under the flexible provision of the United States customs tariff, effective as from July 8, 1927, increases the duty on Swiss cheese by 50 per cent. (Treasury Decision 42251.)

The particular product effected is defined as "cheese by whatever name known having the eye formation characteristic of the Swiss or Emmenthaler type". This class of cheese was formerly dutiable under the general item for cheese at 5 cents per pound, but not less than 25 per cent ad valorem. The new rate becomes $7\frac{1}{2}$ cents per pound, but not less than $37\frac{1}{2}$ per cent ad valorem. The finding is made in consequence of an investigation which began on August 9, 1924. It was found that the principal competing country was Switzerland and that the duty fixed in the tariff did not equalize the difference in costs of production in Switzerland and in the United States.

TIMBER FOR HOUSING IN ENGLAND

The suitability of much of the imported wood that is being used in house building in England is exciting much controversy, and in the *Timber Trade Journal* of June 25, a correspondent, discussing the "brown streak" detected in certain Central European timber, states: "It is not actually rot but a weakness in the wood which lays it open to attack. . . . The most probable cause is those attacks of caterpillar plague which occasionally occur in wide districts of Europe, denuding the trees of their foliage and causing a check in the growth of the tree which damages its constitution. This weakness appears in the form of a brownish streak, which becomes very plain to see when the wood is wet, but is almost invisible when the wood is dry and sun-bleached. Wood containing brown streak should not be used for house construction."

FOREIGN EXCHANGE QUOTATIONS FOR THE WEEK ENDING JULY 11, 1927

The Foreign Exchange Department of the Bank of Montreal has furnished the following statement of the nominal closing quotations for all the principal exchanges for the week ending July 11, 1927. Those for the week ending July 4, 1927, are also given for the sake of comparison.

Country	Monetary Unit	Parity	Week Ending July 4, 1927	Week Ending July 11, 1927
Britain	£	\$4.86 $\frac{3}{4}$	\$4.8638	\$4.8512
Belgium	Belga	.1390	.1391	.1390
Czecho-Slovakia	Crown	.20263	.0296	.0296
Finland	Mark	.0252	.0252	.0252
France	Fr.	.1930	.0392	.0391
Holland	Florin	.4020	.4012	.4005
Italy	Lire	.1930	.0553	.0544
Spain	Pes.	.1930	.1718	.1717
Portugal	Esc.	1.0805	.0500	.0510
Switzerland	Fr.	.1930	.1927	.1924
Germany	Reichs Mk.	.2382	.2373	.2370
Greece	Dr.	.1930	.0138	.0134
Norway	Kr.	.2680	.2594	.2586
Sweden	Kr.	.2680	.2684	.2680
Denmark	Kr.	.2680	.2677	.2672
Austria	Schilling	.1407	.1412	.1412
Japan	Yen	.4985	.4719	.4731
Siam	Tical	.3709	.3637	.3637
India	Rupee	.3650	.3625	.3620
United States	\$	1.0000	1.0015	1.0015
Mexico . . . . .	\$	.4985	.4650	.4635
Argentine Rep.	Peso (Paper)	.4244	.4250	.4250
Brazil	Mil.	.5462	.1165	.1183
Jamaica	£	4.86 $\frac{3}{4}$	4.8525	4.8550
British Guiana	\$	1.0000	1.00 $\frac{3}{4}$ —1.01 $\frac{1}{2}$	1.00 $\frac{3}{4}$ —1.01 $\frac{1}{2}$
Barbados	\$			
Trinidad	\$			
Dominica	\$			
St. Kitts	\$			
Grenada	\$			
St. Vincent	\$			
Tobago	\$			
China	Taël	.6325	.6325	.6256
Batavia, Java	Guilder	.4020	.4000	.4012
Peru	Libra	4.8665	3.7600	3.7500
Singapore, Str. Settlement . . . . .	\$	.5678	.5612	.5612

TRADE INQUIRIES FOR CANADIAN PRODUCTS

Since the publication of the last *Commercial Intelligence Journal* there have been received the following inquiries for Canadian products. The names of the firms making these inquiries, with their addresses, can be obtained only by those specially interested in the respective commodities upon application to: "THE COMMERCIAL INTELLIGENCE BRANCH OF THE DEPARTMENT OF TRADE AND COMMERCE, OTTAWA," OR THE BOARDS OF TRADE AT ST. JOHN, HALIFAX, QUEBEC, SHERBROOKE, MONTREAL, TORONTO, WOODSTOCK, ST. MARY'S (ONT.), PORTAGE LA PRAIRIE, ST. BONIFACE (MAN.), WINNIPEG, VANCOUVER, NEW WESTMINSTER, AND PRINCE RUPERT; THE CHAMBERS OF COMMERCE AT BELLEVILLE, PETERBOROUGH, HAMILTON, ST. CATHARINES, STRATFORD, BRANTFORD, LONDON, ST. THOMAS, SARNIA, AND VICTORIA (B.C.); THE CHAMBRE DE COMMERCE, DISTRICT OF MONTREAL; BORDER CHAMBER OF COMMERCE, WINDSOR; THE CANADIAN MANUFACTURERS' ASSOCIATION OFFICES AT TORONTO, MONTREAL, WINNIPEG, EDMONTON, VANCOUVER, AND VICTORIA; AND THE KITCHENER AND WATERLOO MANUFACTURERS' ASSOCIATION, KITCHENER (ONT.).

Foodstuffs

613. CHEESE.—A Bristol importing house have opened a provision branch and desire to hear from Canadian shippers of cheese with a view to agency arrangement.

614. HONEY.—Dutch importer is desirous of establishing relations with Canadian exporters of honey.

615. MOLASSES.—Amsterdam firm desire connections with Canadian exporters of molasses.

616. SUGAR.—Dutch firm would like to get in touch with Canadian exporters of raw cane sugar and refined sugars.

617. ROLLED OATS.—An Amsterdam firm desire c.i.f. offers of rolled oats.

618. POULTRY.—Birmingham firm of poultry importers desire to hear from Canadian shippers of chickens who will ship on consignment.

Miscellaneous

619. APPLE PULP.—A Liverpool firm of produce importers are open to consider, as buyers, offers of sieved apple pulp, packed in 6-cwt. barrels. Quotations must be c.i.f. Liverpool per long ton.

620. APPLE WASTE.—An importer in Hamburg, Germany, wishes to secure supplies of apple cores and skins and pomace.

621. GRAIN AND WHEAT.—A firm in Trieste, Italy, are desirous of corresponding with Canadian exporters.

622. FISH MEAL.—An agent in Hamburg, Germany, wishes to get in touch with Canadian exporters.

623. FISH MEAL.—A firm in Hamburg, Germany, are desirous of communicating with Canadian exporters of fish meal and all by-products of the fish industry.

624. MEAT MEAL.—An agent in Hamburg, Germany, wishes to get in touch with Canadian exporters.

625. BONE MEAL.—An agent in Hamburg, Germany, wishes to get in touch with Canadian exporters.

626. MILL OFFALS.—An agent in Hamburg, Germany, wishes to get in touch with Canadian exporters.

627. OILCAKE.—An agent in Hamburg, Germany, wishes to get in touch with Canadian exporters.

628. PATENT MEDICINES.—A North of England grocery establishment, with a number of retail branches, who also deal in various patent medicine lines, would be willing to consider offers and particulars from Canadian manufacturers.

629. SHOE-MAKING MACHINERY.—A firm in Kobe desire to import machines for making shoes.

630. HARNESS-MAKING MACHINES.—A firm in Kobe desire to import machines for making harness.

631. BAG- AND TRUNK-MAKING MACHINES.—A firm in Kobe desire to import machines for making travelling bags and trunks.

632. HEMLOCK MOP HANDLES.—A Bristol firm of wholesale merchants are in the market for best quality hemlock mop handles 48 inches long, 29-32 inches diameter, coated with two coats of shellac. Quotations are required on 300 to 600 gross, delivered free, c.i.f. Bristol.

633. HANDLES (Tool).—A Birmingham firm manufacturing garden tools desire quotations on handles as per illustration on file at Department. Ash preferred, both other hardwoods would be considered.

634. BUTTER BOXES.—An Irish Free State importer wishes to receive quotations from Canadian manufacturers of 28- and 56-pound pyramid butter boxes. Specifications may be secured at Department.

635. SPRUCE FLOORING AND SHEATHING.—An Irish Free State lumber firm desire to purchase good-quality Canadian spruce flooring and sheathing.

636. FELT ROOFING AND MACHINERY.—A firm in Mexico City, about to engage in the manufacture of felt roofing, desire to receive quotations for the machinery necessary for this purpose. Specifications and prices should be submitted to the Canadian Trade Commissioner in Mexico City.

637. BOILER FEEDER PUMP.—British importer in Argentine wishes to hear from Canadian manufacturers of horizontal boiler feeder pump working with and against steam pressure up to 180 pounds per square inch. Also vertical pump for same purpose up to 220 pounds per square inch. Specifications at Department. Catalogues and prices to be sent to the Canadian Trade Commissioner, Buenos Aires.

638. AUTOMOBILE ACCESSORIES.—A Birmingham firm of jobbers are prepared to consider representation in the Midlands for Canadian manufacturers of motor accessories.

639. MOTOR ACCESSORIES.—A Birmingham firm of importers are prepared to consider representation on behalf of Canadian manufacturers of automobile and motor cycle accessories.

640. COBALT ORES.—A firm of importers in Vienna, Austria, wish to get in touch with Canadian exporters of Cobalt ores.

PROPOSED SAILINGS FROM CANADIAN PORTS

(The sailing dates are approximate and subject to change without notice)

From Montreal

To ANTWERP.—Canadian Rancher, July 23; Canadian Aviator, Aug. 3; Canadian Hunter, Aug. 13—all C.G.M.M.; Bothwell, July 23; Bosworth, Aug. 6; Berwyn, Aug. 13—all Canadian Pacific.

To AVONMOUTH.—Colonian, July 23; Huronian, Aug. 6; a steamer, Aug. 13—all White Star-Dominion.

To BELFAST, LONDONDERRY, CORK AND DUBLIN.—Melmore Head, Aug. 3; Fanad Head, Aug. 14—both Head Line.

To CARDIFF AND SWANSEA.—Canadian Mariner, July 29; Canadian Victor, Aug. 12—both C.G.M.M.

To GLASGOW.—Melita, July 21; Metagama, Aug. 4—both Canadian Pacific; Letitia, Cunard Line, July 23.

To HULL.—Bay State, July 30; Ariano, Aug. 13—both Furness Line.

To LIVERPOOL.—Montrose, July 22; Montcalm, July 29; Minnedosa, Aug. 5; Montclare, Aug. 12—all Canadian Pacific; Doric, July 23; Albertic, July 30; Regina, Aug. 6; Calgaric, Aug. 10; Megantic, Aug. 13—all White Star-Dominion; Modavia, July 22; Moveria, Aug. 5—both Cunard Line.

To LONDON.—Bothwell, July 23; Bolingbroke, July 30; Bosworth, Aug. 6; Berwyn, Aug. 13—all Canadian Pacific; Canadian Rancher, July 23; Canadian Aviator, Aug. 3; Canadian Hunter, Aug. 13—all C.G.M.M.; Ascania, July 22; Alaunia, July 29—both Cunard Line; Bay State, July 30; Ariano, Aug. 13—both Furness Line.

To MANCHESTER.—Manchester Division, July 21; Manchester Regiment, July 28; Manchester Commerce, Aug. 4; Manchester Producer, Aug. 11—all Manchester Liners.

To NEWCASTLE AND LEITH.—Cairnross, July 16; Cairnvalona, July 21; Cairnglen, July 30—all Thomson Line.

To HAMBURG.—Cairndhu, Thomson Line, July 27; Queens County, Intercontinental Transport Co., Aug. 5; Berwyn, Canadian Pacific, Aug. 13.

To HAVRE.—Laval County, Intercontinental Transports Ltd., Aug. 5.

To ROTTERDAM.—Grey County, July 23; Key West, Aug. 9—both Intercontinental Transports Ltd.

To COPENHAGEN AND BALTIC PORTS.—Frode, Scandinavian-American Line, July 29.

To OSLO, TRONDHJEM, BERGEN AND STAVANGER.—Idelfjord, Norwegian-American Line, July 30.

To ITALIAN PORTS.—Valperga, Lloyd Mediterraneo Italian Service, July 21.

To SANTOS, BAHIA BLANCA, MONTEVIDEO AND BUENOS AIRES.—Hardenberg, Canadian South American Line, July 24.

To SOUTH AND WEST AFRICAN PORTS.—New Georgia, Elder Dempster Line, Aug. 15.

To AUSTRALIAN PORTS.—Canadian Scottish, C.G.M.M., July 30.

To NEW ZEALAND PORTS.—Schewen, New Zealand SS., July 23; Canadian Challenger, C.G.M.M., July 25.

To ST. KITTS, ANTIGUA, BARBADOS, TRINIDAD AND DEMERARA.—Canadian Squatter, July 28; Canadian Otter (calls at Guadeloupe), Aug. 11—both C.G.M.M.

To BERMUDA, BAHAMAS, JAMAICA AND BRITISH HONDURAS.—Canadian Forester, C.G.M.M., Aug. 3.

To ST. JOHN'S, NFLD. (via CHARLOTTETOWN).—Canadian Sapper, C.G.M.M., July 21, Aug. 11.

To CORNERBROOK, NFLD.—New Northland, July 20, Aug. 3, Aug. 17; Nayarit, July 25, Aug. 8—both Clarke SS. Co.

From Quebec

To CHERBOURG, SOUTHAMPTON AND ANTWERP.—Montroyal, July 26; Montnairn, Aug. 10—both Canadian Pacific.

To SOUTHAMPTON AND HAMBURG.—Empress of Scotland, July 20; Empress of France, July 27; Empress of Australia, Aug. 3; Empress of Scotland, Aug. 16—all Canadian Pacific.

From St. John

To BERMUDA, ST. KITTS, ANTIGUA, MONTSEERRAT, DOMINICA, ST. LUCIA, BARBADOS, ST. VINCENT, GRENADA, TRINIDAD AND DEMERARA.—Canadian Pathfinder, July 30; Canadian Volunteer, Aug. 13—both C.G.M.M.

From Halifax

To LIVERPOOL.—Nova Scotia, July 30; Newfoundland, Aug. 17—both Furness, Withy.

To ST. JOHN'S, NFLD.—Nova Scotia, July 30; Newfoundland, Aug. 17—both Furness, Withy; Farnorth, July 26, Aug. 6; Sambro, July 18, Aug. 8—both Farquhar SS.; Nerissa, July 26, Aug. 9; Silvia, July 19, Aug. 2, Aug. 16—both Red Cross Line; Magna, Newfoundland Canada Traders, July 28, Aug. 13.

To EAST COAST NEWFOUNDLAND PORTS.—Sambro, Farquhar SS., July 18; Magna, Newfoundland Canada Traders, July 28, Aug. 13.

To SOUTH COAST NEWFOUNDLAND PORTS AND ST. PIERRE MIQUELON.—Skipper, July 22, Aug. 5; Sambro, Aug. 8—both Farquhar SS.; Pro Patria, French Mail Service, Aug. 2, Aug. 16.

To WEST COAST NEWFOUNDLAND PORTS.—Fernfield, Farquhar SS., July 20, Aug. 3.

To BERMUDA, ST. KITTS, NEVIS, ANTIGUA, MONTSEERRAT, DOMINICA, ST. LUCIA, BARBADOS, ST. VINCENT, GRENADA, TRINIDAD AND DEMERARA.—Canadian Carrier, July 29; Canadian Pathfinder, Aug. 12—both C.G.M.M.; Adolf Bratt, Pickford & Black, July 21.

To SANTIAGO (CUBA) AND KINGSTON (JAMAICA).—Andalusia, July 27; Caledonia, Aug. 10—both Pickford & Black.

To BORDEAUX AND VIGO (SPAIN).—La Bourdonnais, French Line, July 25.

From Vancouver

To YOKOHAMA, KOBE, NAGASAKI, SHANGHAI, HONG KONG AND MANILA.—Empress of Russia, July 21; Empress of Asia, Aug. 11—both Canadian Pacific.

To YOKOHAMA, KOBE, MOJI AND SHANGHAI.—Africa Maru, Osaka Shosen Kaisha, July 26.

To YOKOHAMA, KOBE, DAIREN AND SHANGHAI.—Paris Maru, Osaka Shosen Kaisha, July 23.

To YOKOHAMA, KOBE, MIKE AND HONG KONG.—Talthybius, Blue Funnel, July 26.

To HONOLULU, SUVA, AUCKLAND AND SYDNEY.—Aorangi, Canadian-Australasian Line, July 27.

To MELBOURNE, SYDNEY AND BRISBANE.—West Carmona, American-Australian Service, July 30.

To HAMBURG, ANTWERP AND BREMEN.—Indien, United American Line, Aug. 2.

To WEST COAST UNITED KINGDOM PORTS.—Canadian Highlander, C.G.M.M., July 23.

To MANCHESTER.—London Merchant, July 21; Pacific Commerce, Aug. 6—both Furness (Pacific) Ltd.

To MARSEILLES, BARCELONA, GENOA, LEGHORN, NAPLES, VENICE AND TRIESTE.—Rialto, July 25; Leme, Aug. 15—both Navigazione Libera Triestina.

To HAVRE, ANTWERP AND BORDEAUX.—Indiana, July 25; La Marseillaise, Aug. 11; Georgie, Aug. 18—all Cie. Gle. Transatlantique.

To LONDON, LIVERPOOL AND ROTTERDAM.—Noorderdyk, July 29; Dinteldyk, Aug. 12—both North Pacific Coast Line.

To GLASGOW, HAMBURG, ROTTERDAM AND ANTWERP.—Sabor, North Pacific Coast Line, July 27.

To KINGSTON, JAMAICA.—Canadian Highlander, C.G.M.M., July 23.

COMMERCIAL INTELLIGENCE SERVICE

CANADIAN TRADE COMMISSIONERS

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Australia

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Commercial Agent: B. Millin, The Royal Exchange Building, Sydney, N.S.W.

Belgium

Yves Lamontagne, 98 Boulevard Adolphe Max, Brussels. *Cable Address, Canadian.*

Brazil

A. S. Bleakney. Address for letters—Caixa Postal 2164 Rio de Janeiro; office, Avenida Rio Branco, 9. *Cable Address, Canadian.*

British West Indies

James Cormack. Address for letters—P.O. Box 125, Port of Spain, Trinidad. Office, Colonial Bank Building. (Territory includes Barbados, Windward and Leeward Islands, British Guiana, Porto Rico and Venezuela). *Cable Address, Canadian.*

P. W. Cook. Address for letters—P.O. Box 225, Kingston, Jamaica. Office—Jamaica Mutual Life Insurance Building. (Territory covers Jamaica, Cuba, Hayti, San Domingo, Central American States, Colombia, Bermuda and the Bahamas.) *Cable Address, Cantracom.*

China

L. M. Cosgrave. Address for letters—P.O. Box 300. Office—North China Daily News Building, 17 The Bund, Shanghai. *Cable Address, Cancoma.*

France

Hercule Barré, 17 and 19 Boulevard des Capucines, Paris. *Cable Address, Cancomac.*

Germany

L. D. Wilgress, Gutrufhaus, Neuerwall 10, Hamburg 36. *Cable Address, Mapleleaf.* (Territory covers Germany, Russia; the countries on the eastern shore of the Baltic, Poland and Czecho-Slovakia.)

Holland

A. B. Muddiman, Beursplein 26B, Rotterdam. *Cable Address, Canadian.*

India and Ceylon

H. R. Poussette, P.O. Box 2003, office, Sassoon House, 4 Lyons Range, Calcutta. *Cable Address, Canadian.*

NOTE.—Bentley's Complete Phrase Code is used by Canadian Trade Commissioners.

Irish Free State

F. W. Fraser, 66 Upper O'Connell street, Dublin. *Cable Address, Canadian.*

Italy

Jean J. Guay, Via Manzoni Nr. 5—Milan (2). *Cable Address, Canadian.*

Japan

J. A. Langley. Address for letters, P.O. Box 230. Office, Room No. 2, Meikai Building, Kobe. *Cable Address, Canadian.*

Mexico

C. Noel Wilde. Address for letters, Apartado Num. 126-bis, Mexico City. Office, Edificio Banco de Londres y Mexico, Num. 30. *Cable Address, Cancoma.*

Netherlands East Indies

R. S. O'Meara, P.O. Box 84, Batavia, Java. (Territory includes Straits Settlements, Federated Malay States, Indo-China, and Siam.) *Cable Address, Canadian.*

New Zealand

C. M. Croft. Address for letters, P.O. Box 33, Auckland. Office, Union Buildings, Customs street, Auckland. *Cable Address, Canadian.*

South Africa

G. R. Stevens, P.O. Box 683. Office, Westminster House, Adderly street, Cape Town. *Cable Address, Cantracom.*

United Kingdom

Harrison Watson, Canadian Building, Trafalgar Square, London, S.W. 1, England. (Territory covers Home Counties, South-Eastern Counties and East Anglia.) *Cable Address, Sleighing, London.*

J. Forsyth Smith, Fruit Trade Commissioner, Century Bldgs., 31 North John Street, Liverpool. *Cable Address, Canfrucum.*

Harry A. Scott, Trade Commissioner, Century Bldgs., 31 North John Street, Liverpool. (Territory covers North of England, Lincolnshire, North Midlands and North Wales.) *Cable Address, Cantracom.*

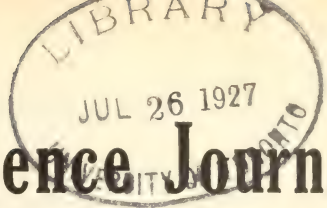
Douglas S. Cole, Sun Building, Clare street, Bristol. (Territory covers West of England, South Wales and South Midlands.) *Cable Address, Canadian.*

Gordon B. Johnson, 87 Union street, Glasgow, Scotland. (Territory covers Scotland and Northern Ireland.) *Cable Address, Cantracom.*

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MARKET IN GERMANY FOR CANNED GOODS

ASSISTANT TRADE COMMISSIONER J. C. MACGILLIVRAY

[NOTE.—1 mark = .237 cents; 100 kilos = 220 pounds.]

Hamburg, June 29, 1927.—The market in Germany for Canadian canned goods is limited and consequently a report on the subject must necessarily be largely negative. This is principally on account of the high duties, which range from 8 cents a pound on salmon up to nearly 90 cents a pound on lobsters. There is also a strongly entrenched domestic canning industry which turns out very good qualities of fruit and vegetables, which from the point of view of price can easily undersell any of the imported products. The only Canadian canned goods which appear on the shelves in German provision stores are limited quantities of salmon and lobsters and a few pears. On the other hand, there are fairly substantial sales of American canned fruits, French, Portuguese, and Norwegian sardines, English and Norwegian herrings, and Japanese crab meat. Discriminatory duties on many of these articles bar similar products of Canadian origin.

Apart from business in Germany, however, there are a number of firms in Hamburg who specialize in trade with Africa and other overseas countries and who are in a position to sell Canadian canned goods in these markets. A percentage of some Canadian products which are shown in the Canadian trade statistics as having been exported to Germany find their way into this trade, and for this reason some of the Canadian figures are apt to be misleading when studying the extent of the German market. These goods do not actually enter the German customs area but are warehoused in the Hamburg free harbour, from whence they are shipped to different destinations outside of Germany.

LOBSTERS

In pre-war days there was a good market in Germany for lobsters. This began to revive in 1923 and 1924, when the importations amounted to 194 cwt. valued at \$11,550 and to 199 cwt. valued at \$13,605 respectively. At the close of 1924, however, the imposition of the present duty of 800 marks per 100 kilos caused imports to shrink to 9 cwt. valued at \$218. In 1926, according to the Canadian trade returns, exports of canned lobsters to Germany had risen to \$9,405, while according to the same authority, for the first eleven months of the fiscal year 1927 they had jumped to over \$23,000. These figures, particularly the last, are misleading, however, as sales, while they have increased, have not done so to this large extent, and the greater part of this sum should be taken to represent transit trade business and goods used as ships' stores.

It is to be regretted that, under the present circumstances, a large part of the market which was created for Canadian lobsters is being captured by Japanese crabs, which enter at a duty of 192 marks compared to the 800 marks payable on lobsters. This crab meat was practically unknown up to a few years ago, but it can now be purchased in most of the better-class delicatessen stores in the country, while the number of establishments where lobsters can be secured is much more limited. The retail price of a $\frac{1}{2}$ -pound tin of crab meat is roughly the equivalent to 50 cents, while a tin of lobsters of the same size costs the equivalent of \$1.50, or three times as much. In addition to the lobsters and crabs, there is another crustacean which is known in the German market. This is the Cape Spiney lobster, and it is imported from South Africa. It receives the same tariff treatment as Canadian lobsters, but it is lower in price and the meat is dry and tasteless. Competition from this source is negligible on account of the inferiority of the product.

While the market for lobsters in Germany itself is limited, the fact that the free port of Hamburg is an important centre for the transshipment trade should not be lost sight of. In addition, there are a large number of passenger lines which ship their stores at Hamburg, and these are capable of absorbing small quantities of lobsters.

Because of the high tariff, only the very best qualities of lobsters are wanted in Germany. It is essentially a quality market. Importers naturally object very strongly to paying the high rate of duty on an article which turns out to be in any way inferior, and exporters shipping to this market should take every care that only first-class goods are sent.

SALMON

The sale of canned salmon in Germany is also a restricted one, principally on account of the duty. This amounts to 75 marks per 100 kilos, which works out at about 8 cents a pound, and it has the effect of confining the sale of the product to the wealthier classes of the population. Another and almost equally important point to be taken into consideration is the fact that salmon is not well known in Germany, while the people in the interior are not fish eaters. By far the largest sales of fresh fish are made in the cities and towns near the coasts, and this applies to the canned products as well. For these reasons Germany should be looked upon more as a potential market where with a lower duty a good business could be worked up.

In the year 1924 exports of canned salmon from Canada to Germany were valued at \$7,500. In 1925 they stood at slightly over \$3,000. In 1926 they had risen to \$19,800, while in the last fiscal year the total was \$8,052. In addition to direct shipments, however, considerable quantities of Canadian canned salmon are imported into Germany from Great Britain through English houses with branches on the Pacific coast and agents in Hamburg. These would swell the import figures considerably, but conversely a part of the shipments made direct are undoubtedly destined for re-export.

The bulk of the canned salmon sold in Germany is handled by one large American firm which ships consignments to its Hamburg office, and the latter includes offers of canned salmon in their regular bulletins offering canned goods to the trade. This is the principal competition which must be met by Canadian exporters.

The sort of fish which sells most readily in Germany are the tall pinks which retail at a price in the neighbourhood of 40 cents per tin. There is little call for the flats. The red salmon is precluded on account of price, while the chum is not liked on account of its light colour. On the other hand, for trans-shipment trade to Africa and the Near and Middle East, which are price markets, only chum is wanted.

Despite the limited sales of salmon and lobsters in Germany, there are a number of importers who would like to secure Canadian connections, and any Canadian firms who are interested are invited to communicate with this office.

OTHER FISH

There is a good market for sardines in Germany, and a survey of all classes of grocery stores in Hamburg indicates extensive stocks are carried and that there is a substantial turnover. The French and Portuguese products dominate the market. Canadian sardines are excluded on account of having to pay a duty of 75 marks per 100 kilos, while those coming from countries having a commercial treaty with Germany pay only 30 marks per 100 kilos. Other things being equal, there should be a good market in Germany for the Canadian products.

Owing to the terms of the Versailles Treaty, Canadian sardines cannot be sold in Germany as such. They must bear some other designation, as the term sardine is restricted to the French, Portuguese, and Spanish products.

California pilchards are imported into the country, but they are not popular and the business done in them is small. They find it hard to compete with the Norwegian fat herrings and small mackerel, both of which are well known and able to undersell the pilchards.

Inquiries have been made with a view to introducing Canadian canned clams into Germany, but as they are entirely unknown and as the duty is high, nothing could be done.

FRUIT AND VEGETABLES

Canadian canned fruit or vegetables do not appear in either the Canadian or German trade returns, although there is at least one provision store in Hamburg which handles a well-known brand of Canadian pears, which are probably imported via England. These are of old stock, are put up in half tins, and retail for about 22 cents, but the turnover is slow and the full tin would sell better.

A fair amount of business is done in several of the leading brands of California canned fruits. The chief demand is for peaches, followed by apricots and pears. The yellow cling peaches retail for the equivalent of about 55 cents per tin, Bartlett pears and greengage plums sell for slightly more, while cherries cost about 75 cents per tin.

Of all imported fruits in cans, pineapples are the most popular and sell well all over Germany, and here again several American brands appear to dominate the market. An interesting feature in connection with the importation of pineapples is the fact that considerable quantities are being imported into the Hamburg free harbour in their own juice without the addition of any sugar. In the free harbour area they are emptied from their tins into barrels and brought through the customs, after which they again go through a cooking and canning process. This kills the flavour of the fruit, but the difference in the retail price offsets this difference in quality. Coming in thus, they pay a

duty of only 75 marks per 100 kilos against 150 marks for the finished product. While German law prohibits similar importation of any other fruit but pine-apples from overseas, this practice is said to be extending to include French peaches and other fruits.

The variety of imported canned vegetables to be seen in Germany is not large. California asparagus is well known and well liked. Corn is seen to a much lesser extent, as are also French and Belgian peas. Canned tomatoes are unknown. A plentiful supply of fresh vegetables throughout the better part of the year and the cheapness of the domestic product restricts the sale of the foreign article.

DOMESTIC CANNING INDUSTRY

The centre of the German fruit and vegetable canning industry is in the province of Brunswick, in Central Germany. Before the war there were about 200 canneries in existence, and during the war and inflation periods this number increased very greatly, but with the restoration of normal conditions the majority of these were forced to close their doors. The industry has revived, however, until to-day there are about 220 in operation. Of these a large number are of very small capacity, and it is probable that ten of the largest are capable of putting up one-third of the total pack.

During the last two or three years the methods of processing and the quality of the products have shown a very marked improvement, but a succession of poor crops has prevented the plants from having operated at capacity. With good crops and abundant supplies of materials it is possible for the German canning industry to produce from 120 to 150 million cans every season. The retail prices of the various products are, on the average, very similar to those prevailing for similar goods in Canada.

MILK

The general rate of duty on condensed milk entering Germany is 75 marks per 100 kilos, while there is a conventional rate of 40 marks per 100 kilos applicable to the product of countries to which Germany grants most-favoured-nation treatment. This does not apply to Canada. Before the imposition of these duties there was a good market in the country for both canned condensed milk and powdered milk. In 1924, 1925, and 1926 exportations of canned milk from Canada were valued at \$605,612, \$285,542, and \$591,715 respectively. In 1927 the figure had fallen to less than \$3,000. For the same periods the powdered milk shipments were valued at \$187,690, \$316,261, and \$74,560, while in 1927 they were nil. The United States and, to a lesser extent, Holland, Switzerland, and New Zealand also shared in this trade.

Under present conditions canned milk cannot be imported into Germany, and two of the largest American producers, rather than lose their business, are now operating local branch factories to take care of the trade which they had built up when it was possible for them to import their products into Germany.

SOUTH AFRICAN MEAT FOR ITALY

The Italian Government recently purchased about 18,000 tons of frozen meat for the army, 9,000 from an American house and 9,000 from a South African concern, writes a Genoa correspondent of the *London Times Trade Supplement*. The latter undertakes in return to purchase at an early date Italian goods to the value of between 3,000,000 and 5,000,000 paper lire, and 10,000,000 lire later; it also undertakes to sell a further 6,000 tons of frozen meat to the civilian population at the same price as the army supply, and in addition to ship the meat on Italian vessels.

REVIEW OF AUSTRALIAN TRADE, 1925-26

TRADE COMMISSIONER D. H. ROSS

III

[Former reports in this series appeared in Nos. 1223 and 1224. The section in No. 1223 included a general review of Australian trade, with statistics of the overseas trade of the different states, comparison of the free with dutiable imports, Australian imports and exports from British and foreign countries, and a general comparison of the trade of Canada and Australia. The section in No. 1224 dealt with Australian trade with the United States, and the first of the part entitled "Importations of Interest to Canada" giving details of the imports of Canadian agricultural implements and machinery, and of the production and exports of Australian agricultural implement factories.]

IMPORTATION OF MOTOR CARS FROM CANADA, 1923-24 TO 1925-26

Manufacturers of motor cars in Canada—closely allied with similar interests in the United States—are doubtless aware why their exports to Australia have shown such marked contraction. Possibly improved domestic trade, or more remunerative markets, may have some bearing upon the trade figures. Making allowance for lower selling prices in 1925-26 in comparison with the two previous years, and that the Australian preference of 5 per cent was only in operation nine months (hardly sufficient time to enter upon an aggressive selling campaign in a distant country), it is regrettable that the value of Canadian exports declined so materially when Australian imports from the United Kingdom and the United States increased substantially.

One contributing factor may be that the leading manufacturers of Canadian motor cars have established branches in Australia to which consignments are shipped in bulk, and the added value of assembling complete cars—ready for the road—together with the cost of local bodies, should, in making a comparison, be deducted from the values in previous years. The probabilities are that if the principals of Canadian motor car industries emulated the example of British (and some United States) manufacturers by coming to Australia to investigate the market, their exports to the Commonwealth would benefit thereby.

The aggregate value of the imports into Australia of motor car chassis and bodies from all countries in 1925-26 was £11,978,123, of which Canadian trade shared to the extent of £933,988.

The imports from Canada during recent years are, for comparative purposes, shown thus:—

	1923-24	1924-25	1925-26
Canadian motor cars.	£2,070,080	£1,300,503	£933,988

AUSTRALIAN IMPORTS OF MOTOR CARS FROM ALL COUNTRIES

From the accompanying schedule it will be observed that the most marked development in the Australian motor car trade has been the increase in the value of the imports from the United Kingdom. It is a conservative deduction that the 1926-27 figures will indicate a further expansion so far as British chassis are concerned. An alteration in the selling organization of both Canadian and United States cars has contributed to that result. Formerly cars from the latter countries were confined to one agency in each state, but this arrangement was superseded by the principal manufacturers establishing their own assembling plants in the leading Australian importing centres and conducting their own distribution. Naturally, well-established distributing firms deprived of their former trading facilities turned their attention to other sources of supply, and their activities have undoubtedly substantially increased importations from the United Kingdom.

Further, British manufacturers of motor cars have had the importance of the Australian market stressed to them through visits to their plants by the principals of the former distributors of Canadian and United States cars, besides which the Prime Minister of the Commonwealth addressed them in this regard at a conference when in Great Britain at the end of last year. At the time of this writing, there is a delegation of British motor car manufacturers touring Australia with the object of ascertaining the type of car most suitable for Commonwealth roads, and obviously to cater expressly for the trade by supplying these requirements at a competitive price. British chassis enjoy a tariff preference of $12\frac{1}{2}$ per cent over foreign and $7\frac{1}{2}$ per cent over Canadian, besides a substantial preference on motor car bodies.

Owing to the high customs duties on motor car bodies, several extensive industries have been established in Australian cities. Few bodies for touring cars are now imported, but as the demand for fixed or closed-in bodies has increased, local builders have not been able to supply all requirements, hence the chief cause of these importations being so large though the volume is diminishing.

The following comparative schedules, showing the total Australian importations of motor car bodies and chassis from each country of origin in 1923-24 to 1925-26, are submitted for the information of Canadian manufacturers:—

Imports of Bodies for Motor Cars, Lorries, Wagons, and Parts, n.e.i.

Country of Origin	1923-24	1924-25	1925-26
United Kingdom	£ 119,643	£ 241,751	£ 188,574
Canada	88,853	32,464	10,356
Austria	290	72	443
Belgium	4,243	2,777	2,407
France	20,404	27,412	18,380
Germany	1,219	2,467	1,323
Italy	27,366	31,639	27,368
United States	899,763	771,040	934,201
Other countries	1,573	120	821
	£1,163,354	£1,109,742	£1,183,873

Imports of Chassis for Motor Cars, Lorries, Wagons, and Parts (but excluding Rubber Tires)

Country of Origin	1923-24	1924-25	1925-26
United Kingdom	£1,223,829	£1,872,434	£2,467,261
Canada	1,983,227	1,268,039	923,632
Austria	3,032	221	1,087
Belgium	53,535	48,200	28,196
France	328,450	344,445	245,396
Germany	39,281	14,923	8,036
Italy	346,409	413,243	320,987
Switzerland	20,078	5,458	7,021
United States	5,835,290	6,524,207	6,791,905
Other countries	4,111	2,279	729
	£9,837,242	£10,493,449	£10,794,250

MOTOR TRUCKS AND OMNIBUSES

Throughout Australia there has in recent years been a marked increase in the number of motor trucks for both city and country deliveries. These trucks vary in size from the modest and speedy 1-ton to the heavier 5-tons capacity (and even larger). The limitations of the load are regulated by road control authorities and the strength of country bridges.

In the State of Victoria the competition of private companies operating motor omnibuses with the Government-owned railways has caused the Victorian Railways to establish a similar service of luxuriously fitted omnibuses from Melbourne to other towns in the state and to seaside and mountain resorts.

The general improvement in country roads throughout all the states has contributed largely to the popularity of all classes of motor traction.

IMPORTS OF BICYCLES, VEHICLES, AND PARTS, ETC.

The appended schedules give the value of the total imports—and the imports from Canada—of bicycles and parts and vehicles and parts for the years 1924-25 and 1925-26.

As compared with the previous year, Canadian trade decreased by £24,359, but it will be observed that within the same period the total imports were reduced by no less than £327,507. The extent of the trade is illustrated thus:—

Total Australian Imports	1924-25	1925-26	+ Increase — Decrease
Bicycles, tricycles, etc.	£ 7,097	£ 11,904	+£ 4,807
Cycle parts, plated or brazed	133,678	128,635	— 5,043
Parts of sidecar undercarriage	3,127	1,794	— 1,333
Horns, reflectors, etc.	86,491	99,306	+ 12,815
Cycle parts, n.e.i.	184,147	165,144	— 19,003
Valves for pneumatic tires, etc. . . .	320,168	374,749	+ 54,581
Cycle tubing	14,224	15,031	+ 807
Cycles and frames	753,629	716,557	— 37,072
Side cars	721	298	— 423
Axles and axle-boxes, ball-bearing . .	8,208	15,396	+ 7,188
Axles, n.e.i.	15,346	27,504	+ 12,158
Balls for cycle bearings	2,153	1,809	— 344
Perambulators and go-carts and parts .	17,151	16,687	— 464
Railway and tramway vehicles	171,835	67,901	— 103,934
Springs for vehicles	25,793	24,908	— 885
Vehicles, n.e.i.	336,006	153,466	— 182,540
Vehicle parts, n.e.i.	1,226,269	1,153,805	— 112,464
Wheels	34,975	78,617	+ 43,642
	<u>£3,381,018</u>	<u>£3,053,511</u>	<u>—£327,507</u>

Total Imports from Canada	1924-25	1925-26	+ Increase — Decrease
Bicycles, tricycles, etc.	£ 458	£ 1,874	+£ 1,416
Cycle parts, plated or brazed	5,308	4,726	— 582
Horns, reflectors, etc.	6,023	5,058	— 965
Cycle parts, n.e.i.	5,977	2,070	— 3,907
Valves for pneumatic tires, etc. . . .	16,612	10,218	— 6,394
Cycle tubing	219	83	— 136
Axle and axle-boxes, ball-bearing . . .	2,502	7,191	+ 4,689
Axles, n.e.i. . . . .	.....	535	+ 535
Springs for vehicles	13,320	7,400	— 5,920
Vehicles, n.e.i.	184	1,761	+ 1,577
Vehicle parts, n.e.i.	93,424	78,326	— 15,098
Wheels	6	432	+ 426
	<u>£ 144,033</u>	<u>£ 119,674</u>	<u>—£ 24,359</u>

AUSTRALIAN IMPORTATION OF FURNITURE

The importation of furniture into Australia has been declining in recent years owing to high duties and abnormal ocean freights on bulky goods of such character having given an impetus to goods of domestic manufacture. In order to meet competition, it would appear imperative that, as far as possible, furniture should be "knocked down" and assembled at the warehouse of importers. In normal years the imported lines included refrigerators, office equipment, desks, tables, filing cabinets, blind rollers, and goods for household requirements.

Period and antique furniture (purchased by dealers and tourists), and furniture novelties from England, the Continent, and other countries, enter largely into the value of the total imports, while steel office equipment comprises a substantial portion of the imports from the United States. The net customs duties on furniture are 38½ per cent if made in the United Kingdom and 55 per cent if made in all other countries, while wood chairs are dutiable at 3s. each or 38½ per cent on British and 5s. each or 55 per cent if of other origin.

Excluding articles of wicker and bamboo, the total imports of furniture into Australia, together with the principal countries of origin, are given in the appended table:—

Value of Furniture Imports	1923-24 £138,043	1924-25 £142,924	1925-26 £150,321
United Kingdom	46,206	69,107	65,067
Canada	680	551	816
India	390	938	859
Belgium	442	300	909
China	1,853	2,951	3,644
France	2,653	4,104	4,401
Germany	846	2,148	4,301
Italy	1,311	591	467
Japan	4,425	3,906	5,547
Sweden	9,552	8,061	8,723
Switzerland	343	536	721
United States	65,557	48,071	52,092
All other countries	1,785	1,660	2,774

The manufacture of furniture from excellent native woods, as well as from imported timber, has of recent years developed into an important Australian industry. In 1925 there were 782 factories in Australia employing 10,361 operatives, which produced furniture to the value of £5,331,718.

AUSTRALIAN IMPORTATIONS OF ORGANS AND HARMONIUMS

In 1925-26 pipe organs and parts, including metal pipes, were imported to the value of £5,583, of which the United Kingdom supplied £3,816; Germany, £161; and the United States, £1,606. A few pipe organs were manufactured in Australia by builders of reputation.

An English firm of organ builders are now constructing an organ for the Melbourne town hall (in which a proportion of Australian mechanism will be included) at a cost of over £32,000. Leading Canadian organ builders were unable, through pressure of orders from other sources, to tender for this important work.

The imports of ordinary household organs, and small organs for churches, showed an increase of £2,492 in value compared with the previous year. The trade is unlikely to show any considerable expansion in future years.

The imports for the last two fiscal years are shown thus:—

	1924-25		1925-26	
	No.	£	No.	£
United Kingdom . . . . .	...	1	4	135
Canada	28	931	6	217
France . . . . .	...	...	1	102
Germany	5	109	9	827
Italy	7	219	...	...
United States	159	2,669	260	5,233
Other countries	31	93	...	...
	230	4,022	280	6,514

AUSTRALIAN IMPORTATION OF PIANOS

The value of the Australian market as a territory for Canadian manufacturers to exploit is at once apparent by reference to the appended schedules showing the total number of instruments and the total value of importations into the Commonwealth from all countries during 1924-25 and 1925-26. The principal decrease in the latter year was caused by dealers holding a large portion of their previous year's importations from Germany, though other countries shared in this curtailment. In recent months (of 1927) one of the leading manufacturers of pianos and player-pianos in Canada visited all the importing centres in Australia to interview importers and to become *au fait* with the class of instruments required by the trade. The trade calls for a compact piano, with a French-polished case devoid of extravagant decoration. To

successfully exploit the market (besides meeting competitive values), pianos must conform with Australian requirements in size and appearance. The importations during the last two fiscal years are given thus:—

Australian Importations of Upright Pianos

Country of Origin	1924-25		1925-26	
	No.	£	No.	£
United Kingdom	1,147	50,880	847	42,317
Canada	43	2,788	41	1,362
Czecho-Slovakia	195	8,159	120	4,940
Germany	6,747	293,420	3,824	175,639
United States	2,084	101,806	1,409	63,157
Other countries	9	816	13	719
	10,225	457,869	6,254	288,134

Australian Importations of Grand and Semi-Grand Pianos

Country of Origin	1924-25		1925-26	
	No.	£	No.	£
United Kingdom	24	3,097	20	2,193
Austria	2	124	4	493
Czecho-Slovakia	2	124	1	105
Germany	74	9,048	79	8,827
United States	20	2,369	19	2,404
	120	14,638	123	14,022

PLAYER-PIANOS IN DEMAND IN AUSTRALIA

A feature of the Australian musical instrument business has been the rapid growth in the demand for player-pianos in recent years, and special inquiries indicate that, with normal prosperity, this trade should expand to larger figures. At the Dunedin Exhibition a Canadian self-playing piano, manipulated by an electric motor, attracted great attention as to the perfection mechanical music—from much-improved music rolls—had attained. In comparison with ordinary pianos, the importation of players into Australia has recently shown expansion, in which trade Canadian instruments have participated to at least a modest but encouraging extent. Player-pianos are dutiable at the same rates as ordinary pianos. The recent importations are shown thus:—

Importations of Upright Player-Pianos

Country of Origin	1924-25		1925-26	
	No.	£	No.	£
United Kingdom	157	15,970	214	21,029
Canada	153	11,150	94	7,208
Austria	2	238	3	264
Belgium	2	238	...	...
Czecho-Slovakia	16	2,161	13	1,128
France . . . . .	...	...	2	253
Germany	1,266	115,357	1,387	119,093
United States	5,690	419,361	7,042	456,669
Other countries	2	472	...	...
	7,286	564,709	8,755	605,644

Importations of Grand Piano Players

Country of Origin	1924-25		1925-26	
	No.	£	No.	£
United Kingdom	7	1,870	3	549
France	1	148	...	...
Germany	14	2,715	23	3,889
United States	13	2,395	63	9,749
	35	7,128	89	14,187

PIANO PARTS AND ACCESSORIES

There are a number of piano manufacturing companies of considerable magnitude in Australia—chiefly in Melbourne and Sydney—and several smaller factories are also operating. To some extent these industries embody Canadian parts in their instruments, and information as to sources of supplies in the Dominion have been furnished to Australian manufacturers, besides which a director of a Canadian company specializing in this trade was in Australia at a comparatively recent period interviewing manufacturers of pianos.

The total imports under these classifications into Australia in 1925-26 were valued at £23,221, of which the United Kingdom supplied £3,434; Canada, £6,248; Germany, £1,046; and the United States, £12,392. Piano player and similar records to the value of £28,754 were also imported during 1925-26, of which the United Kingdom supplied to the value of £8,411; Germany, £1,473; and the United States, £18,844; but recently the manufacture of music rolls was entered upon at Sydney, N.S.W.

COMPUTATION OF LANDED COST OF PIANOS

Canadian piano manufacturers desirous of securing orders from Australia should, in their own interests, submit their quotations upon such a basis that importers can readily compute the landed cost of the instruments in their warehouses. The manufacturers who facilitate the buyers' interests by clearly indicating the actual charges, as required by them and the Australian customs, are assured of their quotations receiving more consideration than those who do not furnish this essential information. Particulars relative to freights from Montreal, St. John, and Halifax can be obtained upon application to the Canadian Government Merchant Marine Limited, 230 St. James street, Montreal, or the New Zealand Shipping Company, Board of Trade Building, Montreal. The following procedure is suggested in submitting quotations:—

- (1) Cost of piano at factory—dutiable.
- (2) Cost outside cases and zinc lining—not dutiable.
- (3) Cost and labour and materials inside packing—dutiable.
- (4) Freight from factory to ocean port—dutiable.
- (5) Marine freight to port of destination—not dutiable.
- (6) Marine insurance—not dutiable.
- (7) Bank exchange—not dutiable.
- (8) Cash discount for prompt payment—not dutiable.

AUSTRALIAN IMPORTS OF TIMBER

Few lines of Australian importations vary so much from year to year as timber, for much depends upon seasonal conditions, the monetary situation and its bearing upon constructional work. Steamers with rare exceptions have superseded the former extensive sailing fleet engaged in the trans-Pacific trade, hence time chartering is an important factor in fixing cargoes. There are several lines of steamers engaged in carrying timber from the west coast of North America to Australia, including steamers chartered from the United States Shipping Board, Japanese steamers, and (quite recently) a Swedish line has entered into the trade. From Vancouver the only regular loading is made by the cargo steamers of the Union Steamship Company of New Zealand, which also carry paper and other commodities, but these sailings are intermittent in comparison with steamers almost always on the berth in Puget Sound and other United States west coast ports. The Vancouver-Australian service of the Canadian Government Merchant Marine was abandoned a considerable time ago.

In time chartering rapidity of loading is an indispensable condition, hence mills of large capacity have an advantage over small mills in giving the essential quick despatch.

Motor vessels of improved carrying capacity, as well as ordinary cargo steamers, are constantly loading Baltic timber, box shooks, and paper at ports in Norway and Sweden for Australia.

New Zealand continues to occupy a prominent position in the Australian timber trade, particularly in white pine, which is popular for making butter and other boxes through absence of taint and being easily worked.

In 1921-22 the total importations of timber into Australia were valued at £2,423,558, which increased to £4,051,486 in 1922-23, to £5,394,449 in 1923-24, declined to £4,264,221 in 1924-25, but the value substantially increased to £5,034,139 in 1925-26.

The Australian importations of timber during the last two fiscal years for which particulars are available are shown thus:—

Country of Origin	1924-25	1925-26
United Kingdom.....	£ 1,295	£ 3,704
Canada	200,667	229,457
India	6,559	13,145
New Zealand	510,165	671,165
Other British possessions	96,359	18,316
Norway.....	642,936	514,621
Sweden	368,469	546,510
United States	2,094,420	2,679,420
Other foreign countries	343,351	357,801
	<hr/> £4,264,221	<hr/> £5,034,139

The trend of the importations from Canada and the United States is shown thus:—

Imports of Timber	1923-24	1924-25	1925-26
From Canada	£ 534,906	£ 200,667	£ 229,457
From United States	2,856,794	2,094,420	2,679,416

IMPORTS OF ARTICLES OF WOOD

This miscellaneous classification includes laths, pickets, staves, plywood, split pulleys, tool handles, doors, screens, picture frames, etc., wholly or partly finished. The imports from Canada were approximately valued at £12,755 (plus veneers to the value of £15,093). The total importations under this schedule are shown thus:—

	1924-25	1925-26
Articles of wood, n.e.i.....	£207,226	£192,856
Broom stocks .....	...	384
Casks and vats	5,492	5,222
Brushmakers' woodware	1,791	2,656
Buckets and tubs	85	181
Clothes pegs	9,524	7,213
Doors, including screens	21,756	22,298
Tool handles (axe, etc.)	62,990	84,998
Elm hubs	2,312	1,351
Incubators, etc.	4,466	2,900
Last blocks, rough	12,472	11,808
Lasts and trees.....	3,396	2,269
Oars and sculls	4,574	5,597
Picture and room mouldings	5,838	5,508
Hickory rims and felloes, rough	2,123	1,426
Shafts, poles and bars	397	133
Shooks	63	79
Wood wool	1,913	2,692
Picture frames	24,871	28,051
Architraves, shirtings, etc.	81	328
Timber, bent or cut to shape.....	2,425	2,887
Timber for making doors, cut to shape	150	435
Hickory, undressed	5,923	4,548
Laths	33,584	44,644
Pickets, undressed.....	193	556
Plywood, veneered or otherwise.....	96,557	139,772
Shingles	2,386	6,338
Hickory spokes, dressed	3,900	2,717
Staves, dressed	3,418	27,672
Staves, undressed	24,949	34,612

AUSTRALIAN APPLE EXPORTS, 1927

C. HARTLETT, OFFICE OF THE TRADE COMMISSIONER

Melbourne, June 15, 1927.—Owing to the prevalence of thrip in the States of Victoria, New South Wales, and South Australia, the close of the 1927 Australian apple export season shows a heavy reduction in comparison with the previous year. The shipments in 1927 were 1,529,346 bushel cases, as against 4,250,000 cases in 1926, and were the lowest for twenty years. The crop of the island State of Tasmania was a normal one, but that of the mainland, with the exception of Western Australia, was reduced by more than one-half and was insufficient for domestic requirements in the several states, hence large quantities had to be obtained from Tasmania.

The oversea destinations of the Australian shipments during the 1927 season are given below for the information of Canadian apple growers and exporters:—

To	Number of Cases
United Kingdom.. . . .	1,242,422
Germany.. . . .	219,304
Sweden	29,570
Denmark	4,516
Belgium	267
The East	29,383
Other countries	3,884
Total	1,529,346

In ordinary lean apple production seasons in Australia, such as the one just experienced, large quantities would be purchased from Canada, but the embargo against all importations which was imposed some years ago on the ground that “fire-blight” existed in North America and other countries is being strictly adhered to by the Commonwealth authorities despite many applications for its removal.

MARKET FOR CANADIAN HAY IN GREAT BRITAIN

Mr. Harrison Watson, Canadian Trade Commissioner in London, cables under date of July 13 as follows:—

“English hay crop turning out so badly that imported hay will be required. Prospects fair demand for Canadian timothy and clover mixture. London importers suggest £4 10s. ex ship per ton 2,240 pounds.”

In Liverpool preference is for clover and timothy, mixed half and half. In Glasgow the preference is for timothy, and in Manchester for clover. A bale running from 15 to 17 to the ton is in demand. The trade strongly recommend that bales be secured by three wires, two wires not being sufficient for security. Imported hay is handled on shippers’ account, and is also bought outright. The usual terms are cash against documents, or draft against hay held over until it arrives. The weight outturn is usually guaranteed fully or to within 1 per cent.

Full information should be given in first cable as valuable time may be lost if inquiry cables are found necessary in order to obtain details as to exact grading. Such terms as “timothy” or “ordinary export” are not sufficiently descriptive.

NORTH OF ENGLAND COMMODITY MARKETS

TRADE COMMISSIONER HARRY A. SCOTT

Liverpool, July 7, 1927.—General business activity was slow throughout the North of England during the past month. June is usually a quiet period in a number of trades, and in foodstuffs lines particularly business seemed to be transacted on a restricted basis, with general purchasing power still below normal as a result of last year's industrial troubles.

TIMBER

Business in New Brunswick and Nova Scotia spruce has been quite brisk and prices have improved from 5s. to 10s. per standard during the past month. Brokers and importers have been displaying confidence in the future, and it is reported that several contracts have recently been made for autumn shipment. Recent prices have been in the neighbourhood of £14 12s. 6d. per standard c.i.f. Liverpool for 7-inch and wider and £1 less for 6-inch and under. Dantzic shipments have not been quite so extensive as in the early part of the year, buyers preferring spruce wherever date of shipment can be more relied upon than from Dantzic. The usual specifications of Dantzic unsorted whitewood have been offered at about £14 15s. c.i.f. The demand for birch planks has been active and most of the arrivals have been delivered to consumers. Stocks are moderate. Recent prices reported for Quebec birch planks have been around £24 per standard c.i.f. Liverpool, with Halifax and St. John varieties approximately £16 to £16 10s. per liner lots and 10s. less for cargo shipment. The current business done in Douglas fir has been somewhat restricted as shippers advanced prices following a number of heavy orders placed during the previous month. Merchantable grades were recently being quoted at around £16 10s. and No. 2 clear and better at anywhere from £23 to £23 10s. Some shippers were selling odd specifications at considerably below these figures. The general demand for Douglas fir continues to expand as this wood is gradually being used for so many different purposes and clear grades are to some extent taking the place of high-class red fir from the White Sea. Douglas fir is also supplementing Ottawa red pine for the high-class joinery trade. Brokers interviewed recently stated that so far Soviet cargoes have been coming forward as per schedule, and it is generally considered that the political situation will not interfere with this trade. For the month ending June 30, 1927, unofficial statistics of active imports, consumption, and stock were given in comparison with the corresponding period of 1926 as follows:—

Liverpool

	Import		Consumption		Stock	
	1926	1927	1926	1927	1926	1927
Douglas fircu. ft.	65,000	16,000	40,000	25,000	219,000	187,000
Birch logscu. ft.	4,000	5,000	11,000	4,000	24,000	6,000
Birch plankscu. ft.	32,000	32,000	29,000	30,000	138,000	185,000
Quebec yellow pine deals . . .stds.	460	530	420	410	4,500	3,910
N.B. and N.S. spruce and pine . . .stds.	1,700	2,560	2,100	1,950	4,730	5,480

Manchester

	Import		Consumption		Stock	
	1926	1927	1926	1927	1926	1927
Douglas fircu. ft.	76,000	23,000	32,000	22,000	90,000	37,000
Birch logscu. ft.	12,000	1,000	7,000	....	14,000	4,000
Birch plankscu. ft.	1,000	12,000	10,000	3,000	100,000	22,000
Spruce dealsstds.	370	690	940	190	1,150	980

GRAIN AND FLOUR

Millers showed very little interest in buying wheat during the past month. Prices declined about 2s. 6d. to 3s. per quarter owing to general lack of demand caused in part by decided improvement in Canadian crop prospects and more

optimistic reports of the United States winter and spring wheat crops, and improved conditions in the Argentine. Local millers are well supplied with wheat, and stocks in Liverpool show an increase of almost 60,000 quarters on the month, while at Manchester stocks are almost 30,000 quarters larger than at the end of May. Quantities on passage to Europe are large for this time of year. At the time of writing the general outlook is for larger European crops than last year, although it is anticipated that it will be a late harvest, particularly in Northern Europe.

There has been a very limited business done in oats during the past month, the weekly distribution from Liverpool including sales from stock being only about 4,500 quarters. Most of this has been in Chilean oats; the only interest in Canadian was for mixed grades. General consumption has been very limited, as oats are at present a relatively dear article in comparison with other feeds, particularly Argentine maize, and until prices go lower there is not likely to be any large volume of business done.

The flour market was disappointing throughout June. Canadian export patents declined from 45s. 6d. per 280 pounds c.i.f. Liverpool to 44s., but were not competitive with the home millers' straight run product. Home millers complained that deliveries of flour were very slow as bakers, generally speaking, were not in the market. On the other hand, Australian flour enjoyed a relatively good business early in June at from 44s. 6d. down to 43s. 6d. ex quay Liverpool, and a fair trade was done in Kansas flour, which usually enjoys a good demand at this time of the year, at about 41s. c.i.f. United Kingdom ports. The preliminary figures showing the imports of grain and flour to this area during the month of June, 1927, are as follows:—

	Wheat Quarters	Flour Sacks	Maize Quarters	Barley Quarters	Oats Quarters
Liverpool.. . . .	530,466	26,395	135,111	7,621	12,300
Hull	552,520	6,057	134,709	63,396	2,000
Manchester.. . . .	227,885	5,009	21,464	4,312	2,460
Newcastle	83,638	7,925	.....	22	7,857

BUTTER

The general demand for butter during June was about normal, but prices for nearly all descriptions declined on a not particularly active market, and the view prevails among provision dealers that the public purchasing power has not yet recovered to normal. The quantities of New Zealand butter at Liverpool were small, and one direct arrival to this port did not sell readily because of increased Irish supplies at cheaper prices plus also a reduction in the value of Danish butter, which has such an important hold in this section of England. New Zealand prices declined from about 170s. per cwt. landed Liverpool at the beginning of the month to around 162s. towards the close. Irish butter towards the latter end of June was selling at from 150s. to 154s., and Danish at about 162s. No arrivals of Canadian butter were reported.

CHEESE

June was a disappointing month in the cheese trade at Liverpool. The Canadian season has been late and arrivals small. First-grade Canadian cheese has been selling on spot lately at from 86s. to 88s. per cwt. Canadian c.i.f. offers were reported earlier in the month at from 92s. to 92s. 6d. for Belleville, Brockville varieties and from 82s. 6d. to 83s. for Quebec goods. More recent prices have been around 86s. for Ontario makes, and a limited trade has been done at this figure. Business in Canadian cheese has been retarded by New Zealand makes which have been sold at from 84s. to 86s. There appears to be a sufficient supply of New Zealand cheese on hand and to arrive until the end of July to prevent any higher prices being secured. In addition, Cheshire has been sold during the month for about 8d. per pound at the fairs, and at this price affects the sale of imported varieties in this district. Imports of ordinary Canadian cheese to Liverpool during June, 1927, amounted to 12,697

boxes. Some 3,757 bundles and 460 cases and cartons of processed cheese also arrived during the month. From April 1, 1927, to June 30, 1927, Liverpool imports of cheese from Canada amounted to 16,578 boxes of ordinary and 9,154 bundles and 1,808 cases and cartons of processed cheese. During the corresponding period of the year previous 40,420 boxes of ordinary and 23,333 bundles and 975 cases and cartons of processed cheese arrived at this port.

BACON

Prices for all descriptions of bacon declined during the past month under poor marketing conditions. Record hog killings took place in Denmark in one week of the month, and consumptive demand was not up to normal. Recent average on spot quotations for bacon have been as follows: Canadian Wiltshires, 84s. per cwt.; Danish, 88s.; Swedish and Dutch, 80s. There was a decided drop in the value of hams owing to increased supplies of gammons cut from Continental Wiltshire sides, and American hams could be purchased on spot recently as low as 87s. per cwt. and at 88s. c.i.f. for forward shipment. Canadian bacon imports to Liverpool during June amounted to 3,933 cases and 3,531 bales. Total Canadian bacon imports to Liverpool from April 1, 1927, to June 30, 1927, amounted to 7,554 cases and 10,059 as compared with 8,485 cases and 11,544 bales during the corresponding period of the previous year. The following are unofficial estimates of the stocks of provisions in the port of Liverpool on June 30, 1927, as compared with May 31, 1927, and June 30, 1926:—

	June 30, 1927	May 31, 1927	June 30, 1926
Bacon (United States and Canadian)cwt.	36,952	34,777	7,367*
Hams (United States and Canadian)cwt.	22,058	15,587	4,889*
Shoulders (United States and Canadian) . . .cwt.	1,321	2,348	967*
Butter (all countries)cwt.	7,416	2,706	6,976
Cheese (full shapes) (Canadian and United States)boxes	8,391	1,573	15,789
Cheese (full shapes) (Australian and New Zealand)crates	690	1,677	354
Cheese (full shapes) (50 lb. and under) . . .boxes	59	694	....
Cheese (manufactured)pounds	12,821	8,135	30,360
Lard (prime steam western)tierces	354	856	898
Lard (imported pure refined lard in tierces, firkins, or other packages)tons	2,800	1,965	2,443

* Boxes.

EGGS

Owing to declining supplies of English, Irish, and Danish eggs, prices steadily advanced throughout June and at the close of the month fresh Irish eggs were quoted at 13s. to 14s. per 120. There has been a good demand for the small eggs used for the cheaper trade. Polish eggs were in good supply earlier in the month but have since advanced in price, and Russian have been taking their place, good quantities of which are available to the wholesaler at 8s. per 120 for 13- to 13½-pound weights and 9s. for 15-pound weights at port of arrival. No difficulty has so far been reported regarding the importation of Russian eggs to this country, and it is generally anticipated that there will be plenty of eggs available from Russia during the full season.

HAY

Arrivals of Canadian hay at Liverpool during June are estimated at 9,000 bales in comparison with 12,550 bales in May and 2,000 bales in April. Although June is looked upon as a quiet month in this trade at Liverpool, business was more than usually dull during the past few weeks. Dealers interviewed do not anticipate as large a hay crop this season from Lancashire and the surrounding counties as that harvested in 1926, when an exceptionally large crop of good quality was secured. Recent average c.i.f. prices for Canadian hay from Montreal have been in the neighbourhood of 82s. 6d. per long ton, and Irish hay was again brought in during the month at considerably lower figures.

INDUSTRIAL CONDITIONS IN THE NORTH OF ENGLAND

TRADE COMMISSIONER HARRY A. SCOTT

Liverpool, July 4, 1927.—A brief stocktaking of the past six months' industrial activity in the North of England shows that few of the optimistic forecasts made at the beginning of the year have been fulfilled. During the second quarter of the year prospects in a number of industries have been affected by the not unnatural slackening off of new orders that has followed the overtaking of arrears of work accumulated during the coal stoppage. Nevertheless the volume of production in most of the main northern industries has not only been larger than before the coal dispute a year ago, but even greater than at any time since the war. One of the most serious aspects of the general situation is the report that in certain industries such as coal, iron, and steel high production figures have not been bringing sufficient profits to producers.

Although admittedly business has fallen off owing to a general lack of new orders, generally speaking, with the exception of coal and certain branches of the textile trades, June was a relatively busy month and several trades were able to increase their employment.

There has recently been evidence of a slight current improvement in the Lancashire cotton trade. Spinners of American cotton enjoyed good business during part of June, and the fine spinning trade has now received a moderate number of orders which have assisted in keeping up prices. Demand for manufactured cotton goods from China has been increasing and favourable reports are now coming from certain other important overseas markets. The financial organization of the Lancashire cotton-spinning industry has lately been giving cause for a great deal of anxiety. The system of calling up only a small fraction of the nominal capital of mills and of depending largely on loans for working capital has created a difficult state of affairs under present conditions and the industry is now suffering from the post-war period of company promotion. During the last few months there have been numerous calls made on mill shares, and there has been a marked inclination on the part of loan holders to withdraw their funds while a number of reconstruction schemes have been put into operation. The burden of interest charges on borrowed capital is so heavy that it cripples the competitive prices of the spinners. This eventually puts up the price of yarn, thereby restricting demand and finally causes a curtailment of output with its accompanying additional production costs.

The position of the Bradford woollen industry shows little change over the previous month. There has been some improvement in turnover in practically all qualities of wool and tops and spinners have been somewhat busier producing yarns for the coating trade. Demand for low cross-bred yarns for Germany has increased. Dress goods manufacturers, however, continue to have a large percentage of their machinery idle.

Northern iron and steel producers are steadily clearing up contracts on hand and new business is scarce. There has been a slightly better tone in the pig-iron market since Whitsuntide, but the actual business reported has been small and Continental competition continues to be very keen.

The shortage of new orders has slowed down activity in the basic and semi-manufactured section of the Sheffield steel industry. The finished departments, however, especially those supplying steel for motor cars and electrical engineering, have been busy. Conditions in the cutlery and plate trades have continued unsatisfactory.

The engineering trades of the district on the whole seem to have slightly improved their position during the past month. The heavy tool industry of Lancashire has experienced little demand and inquiries for lighter tools have not been brisk. On the other hand, constructional engineers have been steadily employed and are not now faced with the difficulties of last year regarding raw

materials. Heavy electrical firms have continued busy and textile machinists have lately been better employed. Railway rolling stock manufacturers have also been enjoying better business.

Reports from shipbuilding centres of the northeast coast indicate that good progress is now being made with the construction of vessels ordered before and during the mining dispute of last year and launches during the present quarter have been quite substantial. Marine engineering establishments have a good lot of work still on hand and unemployment in these two trades has been steadily decreasing.

The coal trade situation remains very unsatisfactory and pits continue to close down. Statistics published recently show that the output per man shift in the first quarter of this year was 15 per cent larger than in the corresponding period of 1926 and was in excess of demand at profitable prices. All districts have been affected by the depression, but those producing for export have suffered most.

Reports from Nottingham indicate that the lace industry of that district is steadily improving its position. There is a healthy tone in the lace curtain section, and the available machinery and operatives have not been so fully employed for some years past. There has also recently been a marked revival in the plain net section owing to a sudden recovery in the demand for mosquito nets, a trade which was lost during the war but which is now rapidly coming back to this district, with the result that machines are being worked at full capacity.

SOUTH AFRICAN BUSINESS CONDITIONS

ASSISTANT TRADE COMMISSIONER C. S. BISSETT

Cape Town, June 13, 1927.—Considerable activity has been evident in the secondary iron and steel industries arising out of the Iron and Steel Bill which was passed by the Lower House but which was thrown out by the Senate. It is expected that there will be a special joint sitting of the two Houses at a later date to pass the bill.

In spite of the fact that the existent iron and steel industry is apparently not being considered in the plans of the Administration, it is reported that Stewart & Lloyds, one of the largest British manufacturers, are preparing to affiliate with the privately owned industry for the purpose of manufacturing tubing in the Union.

An Anglo-Swiss combine has purchased the condensed milk factories in Natal, and plan to capture an increased amount of this fairly valuable trade. As Canada is interested in full-cream condensed milks, obtaining about 5 per cent of the total trade, this move on the part of the Anglo-Swiss company is expected to have an adverse effect on Canadian imports.

According to the *Monthly Review of the Standard Bank of South Africa*, trade in the Johannesburg and East London areas has shown distinct signs of improvement during the month. Trade in Durban is still quiet, but an improvement is looked for when the maize crop is marketed. Trade in Cape Town and Port Elizabeth continues to be affected by the drought existing in certain of the areas served by them. The building trade remains active, and the manufacturing industries are on the whole well employed.

The Transvaal gold output for April (twenty-five working days) amounted to 824,014 fine ounces valued at £3,500,189, compared with 860,511 fine ounces valued at £3,655,218 in March twenty-seven working days). The decline was more than accounted for by the shorter working month, and the daily average output rose by 1,089 ounces to the high figure of 32,960 ounces. The output for the four months ended April 30 totalled 3,303,646 fine ounces valued at £14,032,996, compared with 3,187,837 fine ounces valued at £13,541,071 during the corresponding period of 1926.

MARKET FOR PROVISIONS IN INDIA*

TRADE COMMISSIONER H. R. POUSSETTE

BISCUITS AND CAKES

Calcutta, June 15, 1927.—The demand for biscuits and cakes is of considerable importance, and is shown by the trade returns to be a substantially increasing one. For the year ending March 31, 1925, the value of biscuits and cakes imported into India amounted to Rs. 35,93,804; in the following year it increased to Rs. 41,99,490, and in the year ending last March the imports were valued at Rs. 49,15,618. The exchange value of the rupee is 1s. 6d.

The statistics do not show the countries from which the biscuits are imported, but from reports from dealers it is quite apparent that a very large share of the business goes to the United Kingdom. The biscuits in demand are of the usual sweet kind, and what are known as cream crackers, which correspond very closely to the Canadian soda biscuits. The larger demand is for the cream cracker—a demand that should encourage Canadian manufacturers to make an attempt to secure a foothold in this market. Imports of cream crackers last year must have been in the neighbourhood of Rs. 25,00,000, or say in the neighbourhood of \$900,000.

If any manufacturers in Canada should desire to try out this market they can do so by sending small samples to this office with their best export prices f.o.b. steamer Canadian seaboard or, what would be better, c.i.f. Bombay, Colombo, and Calcutta.

Owing to the nature of the climate, which is hot and humid in the coastal cities over a large part of the year, and exceedingly warm in any part of the country, it is necessary that the biscuits should be packed in hermetically sealed tins. It would be useless to attempt to market in India a Canadian biscuit packed in cartons or pails. Not only is the climate of India hard on practically all classes of provisions, but the deteriorating influence commences when the ship carrying them enters the Red Sea.

While Canadian manufacturers must have gained a considerable amount of experience in selling their biscuits in the West Indies, it must not be taken that, while biscuits have stood up in that part of the world, they will do so equally well when shipped to the Indian market. The voyage is much longer, more trying, and the climate of parts of India is much more destructive than that of any of the islands in the West Indies.

It would be useless to minimize the obstacles to be encountered in securing a foothold in this market for Canadian soda biscuits. British makers have firmly established themselves owing to the high and uniform quality of their goods, and the consumer in India is intensely conservative. He is disinclined to change from a mark that he knows to be good to one with which he is unfamiliar. To introduce a biscuit of an unknown mark, it will, generally speaking, be necessary to offer an inducement in the shape of lower prices, extensive advertising, or something that will enable the dealer to sell the article without too much trouble.

The statistics furnish an idea as to the future prospects for the sale of biscuits, and reading them one is justified in believing that the sale of this class of goods will increase very largely in the future.

Biscuits are made locally, but the competition does not seem to have affected seriously the demand for the imported article.

* This report is a continuation of the one published in our last issue on "India's Market for Provisions and Oilman's Stores."

CONDENSED MILK

As is the case with biscuits, so it is with condensed milk. The trade is one of considerable importance, and the statistics show it to be steadily increasing. In the year ending March, 1925, the value of condensed milk imported into India was Rs. 56,83,605; the following year it increased to Rs. 62,03,787; and in the year ending March, 1927, the imports were valued at Rs. 75,75,185. It is not to be wondered at that the imports of condensed milk are large. For all intents and purposes there is no dairy industry in India. The army and several provincial governments have dairy farms and sell milk, but there are few private concerns engaged in this business.

The demand is for both sweetened and unsweetened milk. When fresh milk can be obtained, the European uses very little condensed, but there are large parts of India where of necessity tinned goods must be utilized.

It is very difficult to establish or even to introduce a new brand in this country owing to the efficient organization and keen competition of a very well known combine. Dealers fear that if they take it up, supplies may not be continuous, or that owing to various exigencies they may cease altogether at some future date; while some of them might be inclined to handle a line other than that of the combine, they are loath to do so for fear that this will prove disadvantageous to them in the long run.

The statistics do not indicate the countries of origin of the condensed milk brought into this country. If any supplies are coming in from Canada, apparently they are not being handled in either Calcutta or Bombay.

As condensed milk is used by that part of the Indian population which can afford to buy it, the sale should tend largely to increase. In this country a good deal of milk is handled in a very insanitary manner. Owing to the high price of fodder, and perhaps lack of knowledge, a large proportion of the milch cows are under and badly nourished. Since disease is present in India, doubtless some part of the distressing complaints that afflict this country could be traceable to tainted milk. Those Indians who understand the effect of contaminated milk upon their children undoubtedly prefer to use the condensed milk where pure sources of the former are unobtainable. For this and various other reasons the trade in condensed milk should be a steadily increasing one.

TRADE COMMISSIONER O'MEARA'S ITINERARY IN ONTARIO

Mr. R. S. O'Meara, Canadian Trade Commissioner in Batavia, Java, is now undertaking a business tour of the Dominion in the interests of Canadian trade with his territory, which includes the Netherlands East Indies, Straits Settlements, Federated Malay States, Indo-China, and Siam. The following are the dates of his itinerary of Ontario:—

Toronto	July 25 to August 9
Hamilton	August 10 to August 13
Thorold	August 15
St. Catharines	August 16
Windsor	August 18 to August 19
London	August 22
Kitchener	August 23
Guelph	August 24
Oshawa	August 25

Canadian firms who desire to be brought in touch with Mr. O'Meara, or to interview him, are requested to communicate with the Secretary of the Canadian Manufacturers' Association, Toronto, or the secretary of the board of trade or chamber of commerce in the other cities mentioned above.

EXPORTS FROM CANADA TO THE UNITED STATES OF PRINCIPAL COMMODITIES SUCH AS ARE PRODUCED ON CANADIAN FARMS, OR MANUFACTURED DIRECTLY FROM SUCH FARM PRODUCTS, DURING THE MONTH AND EIGHT MONTHS ENDED JUNE, 1921, 1926, 1926 and 1927: WITH UNITED STATES TARIFF RATES IN FORCE

(COMPILED BY THE EXTERNAL TRADE BRANCH, DOMINION BUREAU OF STATISTICS, AND THE FOREIGN TARIFFS DIVISION)

Commodities	Month of June				Nine Months ended June			United States Tariff Rates in force		
	1921	1922	1926	1927	1921	1922	1926	Prior to May 27, 1921	From May 27, 1921 to Sept. 21, 1922	Subsequent to Sept. 21, 1922
Animals (except for improvement of Stock)—										
Cattle.....	3,059	4,839	9,531	14,340	216,017	118,569	127,673	Free	30 p.c.	(a)
Horses.....	57,267	82,662	178,564	387,447	14,618,363	2,183,311	3,788,766	Free	30 p.c.	(a)
Poultry.....	42,265	14,207	7,403	3,695	18	1,686	93,754	10 p.c.	10 p.c.	(b)
Sheep.....	20,868	14,008	29,053	15,201	391,040	589,034	742,322	1c. per lb.	1c. per lb.	3c. per lb.
Fruits—	1,807	1,868	9	123,453	1,106,979	59,068	27,939	Free	(c)	\$2 per head
Apples, green or ripe.....	52	204	8	8	12,242	393,513	25,443	10c. bu. 50 lb.	30c. bu.	25c. bu. 50 lb.
Apples, dried.....	318	1,024	75	75	61,810	2,001,734	126,057	1c. per lb.	1c. per lb.	2c. per lb.
Berries, fresh.....	17,828	11,583	20	33	46,702	57,810	115,602	3c. per qt.	3c. per qt.	14c. per lb.
Grains—										
Barley.....	.....	.....	72	.....	298	16,629	5,348	15c. bu. 48 lb.	15c. bu. 48 lb.	20c. bu. 48 lb.
Beans.....	.....	.....	50	.....	220	12,172	2,850	6.178	2c. lb.	14c. lb.
Buckwheat.....	13,705	2,050	5,481	1,926	3,568	20,664	52,375	25c. bu. 60 lb.	Free	10c. per 100 lb.
Oats.....	19,952	1,266	4,071	2,436	14,660	99,466	147,094	Free	Free	15c. bu. 32 lb.
Peas, whole.....	203,852	142,013	2,665	2,436	2,663,882	1,920,711	426,042	6c. bu. 32 lb.	6c. bu. 32 lb.	1c. lb.
Peas, split.....	22,515	67,212	11,984	4,791	1,309,227	913,064	185,201	10c. bu. 60 lb.	10c. bu. 60 lb.	14 c. lb.
Rye.....	490	1,631	20,875	4,808	301,293	346,174	417,073	20c. bu. 60 lb.	20c. bu. 60 lb.	14 c. lb.
Wheat.....	552,233	1,498,824	1,026,815	272,115	46,730,757	13,167,301	8,572,808	Free	Free	15c. bu. 56 lb.
Grain Products—										
Bran, shorts and middlings.....	160,918	8,622	161,639	120,149	1,108,231	283,221	1,819,508	35c. per bush.	35c. per bush.	42c. bu. 60 lb.
Wheat Flour.....	197,315	16,454	198,009	200,928	1,672,893	296,126	2,279,217	(e)	(e)	(e)
Bacon, hams, shoulders and sides.....	66	59	1,007	2,832	2,664	1,034	9,123	20 p.c.	20 p.c.	1.04 p. 100 lb.
Beef, fresh, chilled or frozen.....	15,366	13,681	6,439	19,630	96,578	35,500	345,446	25 p.c.	25 p.c.	2c. per lb.
Meats—	196,736	176,875	111,786	288,924	2,937,337	1,726,218	1,280,691	Free	Free	3c. p. lb. (g)

Mutton and lamb, fresh, chilled or frozen.....	Cwt.	36	25	9	1	40,940	56,801	18,054	7,325	2c. per lb.	Free	2c. per lb.	(h)
Pork, fresh, chilled or frozen.....	Cwt.	812	709	205	24	1,042,130	961,077	444,360	165,904	2c. per lb.	Free	2c. per lb.	(h)
Pork, dry-salted and pickled.....	Cwt.	313	161	5,420	3,847	5,851	5,987	34,020	125,107	2c. per lb.	Free	2c. per lb.	(h)
Poultry, dressed or undressed.....	Cwt.	8,669	6,442	138,963	69,406	213,380	147,229	825,143	2,634,370	2c. per lb.	Free	2c. per lb.	(h)
Other meats, including canned meats, but excluding extracts.....	Cwt.	5,366	217	6,148	15,751	1,222	1,331	99	10,751	2c. per lb.	Free	2c. per lb.	(h)
Milk and milk products—													
Butter.....	Lb.	14,767	28,279	600	30,000	1,581,370	2,672,481	362,688	455,200	2c. per lb.	Free	2c. per lb.	(h)
Cheese.....	Lb.	4,759	6,203	290	11,970	767,799	966,937	145,836	163,042	2c. per lb.	Free	2c. per lb.	(h)
Cream.....	Gal.	2,705	176,702	2,877	984,500	299,728	3,546,557	140,400	14,638,800	2c. per lb.	Free	2c. per lb.	(h)
Milk, fresh.....	Gal.	202,488	248,514	483,460	572,873	765,279	715,415	43,938	2,537,998	2c. per lb.	Free	2c. per lb.	(h)
Milk, condensed, including milk powder.....	Lb.	306,218	347,957	775,999	967,432	1,187,245	1,748,051	4,189,764	4,693,297	2c. per lb.	Free	2c. per lb.	(h)
Seeds—													
Clover seed, alsike.....	Bush.	1,000	500	79	27	70,864	95,295	155,715	70,956	2c. per lb.	Free	2c. per lb.	(h)
Clover seed, alfalfa and red.....	Bush.	8,900	4,260	833	462	803,831	864,014	1,765,374	1,210,674	2c. per lb.	Free	2c. per lb.	(h)
Clover seed, other.....	Bush.	3,690	1,154	4,616	26,241	74,201	724,636	974,298	85,255	2c. per lb.	Free	2c. per lb.	(h)
Flaxseed.....	Bush.	34,754	219,368	3,971	105,705	198,572	109,604	198,572	109,604	2c. per lb.	Free	2c. per lb.	(h)
Grass seed.....	Bush.	156,276	219,368	124,163	655,774	1,895,793	2,139,143	1,788,108	2,446,994	2c. per lb.	Free	2c. per lb.	(h)
Vegetables—													
Potatoes.....	Bush.	26,709	86,662	41,322	574,783	1,220,997	1,691,337	4,866,764	6,673,657	2c. per lb.	Free	2c. per lb.	(h)
Sugar beets.....	Ton	10,021	42,698	59,838	776,449	1,626,649	1,101,544	7,350,093	6,168,242	2c. per lb.	Free	2c. per lb.	(h)
Turnips.....	Bush.	.....	.....	.....	.....	111,502	10,481	45,097	63,580	2c. per lb.	Free	2c. per lb.	(h)
Miscellaneous Products—													
Eggs.....	Doz.	6,850	14,927	120	108	157,172	132,576	57,178	36,097	2c. per doz.	Free	2c. per doz.	(h)
Hay.....	Ton	1,934	4,467	37	28	94,793	59,765	23,166	16,376	2c. per ton	Free	2c. per ton	(h)
Maple sugar.....	Lb.	8,732	1,108,670	1,634	123,740	3,398,289	34,385	3,572,586	1,673,974	2c. per lb.	Free	2c. per lb.	(h)
Tallow.....	Cwt.	1,124	125,332	336,906	256,376	289,991	281,115	624,265	601,465	2c. per lb.	Free	2c. per lb.	(h)
Wool.....	Lb.	17,096	867,162	134,915	76,387	78,762	64,424	109,661	79,755	2c. per lb.	Free	2c. per lb.	(h)
Total value of above commodities.....	\$	2,677,571	4,253,879	4,327,563	5,403,633	150,128,284	42,220,038	50,342,545	49,240,465				

(a) Cattle weighing less than 1,050 pounds, 14c. per lb.; 1,050 pounds or over, 2c. per lb. (b) Horses valued at not more than \$150 each, \$30 per head; more than \$150 each, 20 per cent; (c) Sheep, one year old or over, \$2 per head; less than one year old, \$1 per head. (d) Prior to April 6, 1924, 30c. per bush. (e) Prior to May 27, 1921, and from May 27, 1921, to September 21, 1921, free, if wheat products, but otherwise apparently 15% ad. val.; from September 21, 1922, to April 6, 1924, 15% ad. val.; subsequent to April 6, 1924, if from wheat 7½% ad. val.; if from other cereals, 15% ad. val. (f) Prior to April 6, 1924, 78c. per 100 lb. (g) Applies to particular meat in question when "fresh." (h) Mutton, fresh, 23c. per lb. (i) Prior, to April 5, 1926, 8 cents per lb. (j) Cheese, 5c. per lb. but not less than 25 cents. (k) i.e. 231 cubic inches, about equal to five-sixths of imperial gallon. (l) Clover seed, crimson, 1c. per lb., white, 3c. per lb. and other, 2c. per lb. (m) Dutiable at various rates. See *Commercial Journal* No. 974, Sept. 30, 1922, pages 518-7.

MARKET FOR FISH MEAL IN HOLLAND

TRADE COMMISSIONER A. B. MUDDIMAN

Rotterdam, July 6, 1927.—Fish meal is not specifically mentioned in the Dutch trade statistics. According to Dutch importers, however, there is a fairly good market for this product in the Netherlands, not only for domestic consumption, but also for re-export to other countries such as Germany and Switzerland. The demand here is steadily on the increase, and since the Canadian meal has met with local approval, there is only the question of price and ability to meet mainly Scandinavian competition that has to be considered. Imports are from 2,000 to 3,000 tons annually, the greater part of which comes from Norway and Great Britain.

Fish meal is used almost exclusively in Holland as a feed for pigs and poultry. Bearing in mind the large quantities of eggs exported from Holland during the season, as well as the enormous number of pigs raised in this country, it will readily be understood that Holland is practically always open to importation. This, however, is essentially a price market, and all importations are largely dependent on that factor. In addition to the above mentioned use, fish meal also serves as a mixture for compound feeds.

Cod fish meal, of the following analysis, is largely preferred: 50 to 55 per cent albuminoids; 25 to 30 per cent phosphates; 3 per cent salt (maximum); 3 per cent fat (maximum).

Keen interest has also been shown lately among importers of pilchard meal, while quantities of herring meal are also imported. Fish meal sent to this market must be light in colour, this being one of the first stipulations made by Dutch importers.

Price, of course, varies with demand; but all quotations should be on a c.i.f. Rotterdam or Amsterdam basis and should be accompanied by type samples.

A list of the principal importers in Holland is on file at the Department of Trade and Commerce, Ottawa (file No. T.C. 8-119). Exporters actually open to export from working plants, will be gladly placed in touch with the trade by this office.

BELGIUM'S FURNITURE INDUSTRY AND TRADE

TRADE COMMISSIONER YVES LAMONTAGNE

Brussels, June 29, 1927.—Furniture-making may be ranked as one of the most important industries in Belgium. It is estimated that there are over 2,000 furniture manufacturers in this country, while some 3,000 persons are engaged in chair-making in their own homes, and that the number dependent upon these industries exceeds 150,000.

Brussels is the heart of the artistic furniture manufacture, but its workshops turn out furniture for all purposes and of all styles and finish for office and home as well as imitations of antique furniture. Bruges supplies artistic and ordinary styles, while Ghent turns out office furniture in addition. Ath and Leuze specialize in chairs of bent or carved wood, and Tournai provides furniture for religious institutions. Malines is a very important centre for furniture of all kinds. Courtrai, Nivelles, and Liège are also among the chief sources of supply.

Cabinet-makers are numerous, and there are many schools throughout the country where furniture-making and other decorative arts are taught. Belgium is well known as a producer of carpets, wall hangings, tapestries, and other decorative materials.

Belgium supplies a good part of its own requirements of pine, beech, walnut, ash, and oak, while these and other woods are imported from France, Russia,

and Poland; the tropical countries supply mahogany, teak, and similar woods. Canadian woods such as maple would find a good market here, but are unfortunately too dear to allow of importation.

It is apparent from the following tables with respect to the trade of the country during 1926 that Belgium is an exporter rather than an importer of furniture. Owing to the volume of production and the low scale of wages in this country, it is difficult for other countries to compete in Belgium, while another factor which greatly hinders imports is the low purchasing power of the Belgian franc abroad. (In order to reduce the franc values given below into dollars, divide by 32, the average rate of exchange for the year.)

FURNITURE IMPORTS AND EXPORTS DURING 1926

Furniture of Bent Wood, assembled or not—

Imports from:	Francs
Germany	63,025
Czechoslovakia	31,432
France	11,601
Poland	6,172
Other countries	19,075
Total	131,305

Exports to:	Francs
United States	550,190
United Kingdom	313,887
Holland	92,789
Morocco	73,300
Argentine	14,400
Belgian Congo	4,900
Other countries	522,464
Total	1,571,930

Chair Seats or Backs, Veneered—

Imports from:	Francs
United Kingdom	770,806
Latvia	172,250
Finland	134,048
Germany	55,668
Other countries	227,502
Total	1,360,274

Exports to:	Francs
Other countries	19,397
Total	19,397

Chairs—

Imports from:	Francs
France	928,239
Germany	237,632
Italy	49,215
United Kingdom	48,741
Holland	14,701
Other countries	70,205
Total	1,348,733

Exports to:	Francs
Holland	6,327,794
United States	4,500,925
United Kingdom	796,972
France	610,209
Canada	222,509
Other countries	1,593,765
Total	14,052,174

Furniture other than Chairs, Veneered—

Imports from:	Francs
France	2,091,996
United Kingdom	149,709
Germany	126,749
Holland	59,582
Other countries	128,137
Total	2,556,173

Exports to:	Francs
Holland	2,546,368
France	640,391
United Kingdom	602,312
Belgian Congo	65,088
Other countries	195,555
Total	4,049,714

Furniture other than Chairs, Massive—

Imports from:	Francs
France	2,201,667
Germany	370,992
United Kingdom	303,364
Sweden	175,782
Holland	149,002
Other countries	256,351
Total	3,457,158

Exports to:	Francs
Holland	24,943,222
United Kingdom	16,011,835
France	7,265,027
United States	2,999,705
Germany	1,416,918
Belgian Congo	1,151,914
Egypt	394,721
Other countries	1,735,971
Total	55,919,313

Furniture of Wood, Upholstered—

Imports from:	Francs
France	1,179,485
United Kingdom	66,763
Germany	20,119
Other countries	120,693
Total	1,387,060

Exports to:	Francs
Holland	3,854,574
United Kingdom	1,097,233
France	353,886
Other countries	334,827
Total	5,640,520

From the above tables the total imports of wooden furniture into Belgium during 1926 amounted to 10,240,703 francs or about \$320,000, while exports were valued at 81,253,048 francs or about \$2,540,000.

DEMAND FOR CHAIR SEATS

While veneered chair seats or backs are made in Belgium, the home production is not sufficient to meet the demand, and the trade statistics show that 1,360,274 francs worth (approximately \$42,500) were imported last year. While the United Kingdom is credited as being the chief source of supply, it is most likely that the main source is Russia and the neighbouring countries such as Esthonia, Latvia, and Finland, but that the manufactured product reaches Belgium via Great Britain.

A sample three-ply chair seat commonly imported into Belgium is available for examination by interested manufacturers or exporters on application to the Department of Trade and Commerce, Ottawa, as well as particulars regarding its price c.i.f. Antwerp. This office would be glad to investigate the market for a similar type of Canadian chair seat, provided a sample is forwarded and a quotation c.i.f. Antwerp submitted.

TRADE AND ECONOMIC CONDITIONS IN CHINA

TRADE COMMISSIONER L. M. COSGRAVE

Shanghai, June 17, 1927.—Conditions in Central and South China continue to show a steady though slow improvement, particularly in the main ports of Shanghai and Hong Kong.

Transportation, however, on the Yangtsze river between Shanghai and Hankow is confined practically to small native steamers and junk cargo, as the regular services, both Chinese and foreign, are still afraid that their ships may not be free from commandeering by the various military bodies, despite the assurance of the Nationalist Government, which now controls the main ports of the Yangtsze river, that foreign ships will not be interfered with. As a result trading conditions in the Yangtsze ports are stagnant, and many of the leading merchants have transferred their interests to Shanghai. Trading conditions are reported to be considerably improved, and the relations between Hong Kong and Canton are steadily returning to normal. Anti-British feeling is also reported to be lessening.

As a result, however, of the presence of rival armies in the north, conditions in Tientsin, Peking, and parts of Manchuria are extremely unsettled, with merchants adopting a waiting policy which precludes placing any future orders other than for urgent replacements. Traders in general import lines such as foodstuffs, machinery, timber, and construction materials report a general improvement, and a distinct note of confidence in a steady return to normal conditions can now be observed.

This office is in receipt of a number of inquiries for sundry lines from firms who are considered shrewd observers of the trend of trade in China, and though considerable readjustment of trade and distribution channels will be necessary after the depressed conditions of the past year, it is gratifying to note that Canadian imports have not shown any serious decrease. Traders, however, will only operate on a very careful basis for the next year at least.

SUPPLIES FOR BRITISH FORCES IN HONG KONG AND SHANGHAI

Mr. L. M. Cosgrave, Canadian Trade Commissioner in Shanghai, writes under date of June 10 that the system of purchasing at present in force by the British Army authorities in Shanghai and Hong Kong is for the majority of requirements by public tender, the policy being to place contracts as much as possible through local importers. Such contracts usually state that sources of origin should, if possible, be from within the British Empire. The above applies to those commodities which are usually imported, fresh vegetables and other perishable products being purchased from local sources. In so far as canteen supplies are concerned these come under the Navy, Army and Air Force Institutes, who buy in the open market on a competitive basis both direct from manufacturers or from local importers, whichever is preferable. No purchases are made without samples and delivered prices c.i.f. main China ports.

EGYPTIAN IMPORTS OF WALLPAPER

TRADE COMMISSIONER JEAN J. GUAY

Milan, June 28, 1927.—The attention of Canadian manufacturers of wallpaper is directed to the following table, which shows the imports of wallpaper in Egypt during the last three years:—

	1924		1925		1926	
	Kg.	Value £E	Kg.	Value £E	Kg.	Value £E
United Kingdom	7,485	914	10,092	1,219	13,648	1,562
Austria	1,034	106	1,369	129	(not specified)	
Belgium	9,702	1,232	21,902	1,866	22,804	1,339
France	31,395	4,807	60,793	7,884	108,325	9,782
Germany	43,333	2,706	15,336	1,436	21,269	1,860
Italy	5,352	410	6,736	636	9,037	735
Other countries	98	31	27	5	12,082	845
	101,399	10,206	116,255	13,175	187,165	16,123

The Egyptian pound (£E) is valued at par at \$4.943.

While the Egyptian householder prefers plain distempered walls to those covered with wallpaper, as the latter tends to harbour insects during the hot weather, imports are increasing from year to year. In 1914 they amounted to 41 tons, in 1919 only 11 tons were purchased, but over 40 tons came in during 1920.

French, German, and Austrian patterns are the vogue, but there is also a market for the more conservative designs such as are produced by the Canadian manufacturers.

[A list of wallpaper importers in Cairo and Alexandria is available at the Department of Trade and Commerce, Ottawa, and may be obtained by interested Canadian firms on application.]

BRITISH WEST AFRICAN TRADE

Trade in Nigeria in imported goods shows signs of improvement (according to a Barclays Bank report). So far as export trade is concerned conditions are quiet in the produce-growing districts, the cotton, cocoa, and groundnut seasons being at an end. The palm oil season in Eastern Nigeria is proceeding, and it is hoped that the final figures will show an improvement on those of last year. In Lagos and in one or two other centres there is activity in the building trade. The Gold Coast continues to enjoy the results of the successful "main" cocoa season, and reports so far received indicate that the "mid-season" crop of cocoa has also been a good one.

KOBE AS A SEAPORT

ASSISTANT TRADE COMMISSIONER RICHARD GREW

Kobe, June 30, 1927.—Due to the earthquake in Yokohama during 1923, the port of Kobe, which is situated at the western end of Osaka bay, received a great impetus and at the present time it divides with Yokohama the principal share of the foreign trade of Japan, amounting to approximately 70 per cent of the total exports and imports of the country.

Kobe has a splendid harbour with a waterfront stretching from east to west for over eight miles and is doubly protected by a number of breakwaters, the total length of which exceeds a mile and a half. In recent years the growth and progress in fitting out the port with the most modern equipment for the handling of cargo has been remarkable.

There are four Government-owned piers with a total length of over 9,000 feet, eighteen customs sheds, and four large warehouses of reinforced concrete. Besides the four Government piers, the berthing capacity is further increased by two piers owned by private interests, which brings the aggregate available length of the accommodation to considerably over 11,500 feet. The depth of the water along these piers ranges from 26 to 36 feet and offers ample space for twenty-five ships of fairly large tonnage at one time.

The importance of the port of Kobe has been realized by the large shipping companies of the world, most of whom have established branch offices or agencies in the city. Exclusive of Japanese, British tonnage rank first. The tonnage cleared at Japanese ports during 1926 was 49,407,026 tons, the following being the tonnage of the principal trading countries: Japan, 32,122,511; Great Britain, 9,347,980; United States, 3,959,715; Germany, 990,115; Holland, 963,239; Norway, 427,929; Denmark, 351,088; Italy, 294,324; Sweden, 187,851.

Until recently, the balance of foreign trade passing through the port of Kobe has been heavily in favour of imports. This is in distinct contrast to Yokohama, where exports have far surpassed imports. The principal cause of this is on account of Yokohama having practically a monopoly of silk exports, the largest item, in point of value, of the shipments from Japan. Since the earthquake, however, this condition has been considerably changed, due to the appearance of silk in the list of commodities exported from Kobe. The value of the exports and imports from Yokohama and Kobe for the last five years is given below and will bear out the foregoing statement:—

	Yokohama		Kobe	
	Exports Yen	Imports Yen	Exports Yen	Imports Yen
1922	895,468,268	652,154,109	279,821,530	856,356,675
1923	668,611,027	515,258,183	357,111,891	1,007,926,461
1924	692,283,681	635,848,553	580,293,517	1,177,039,408
1925	900,728,263	620,293,595	715,933,835	1,220,404,435
1926	760,359,929	639,639,704	680,682,052	1,052,418,154

To meet the requirements of the silk business, all the newly built warehouses are equipped with ventilating, heating, and other specific apparatus. Kobe's participation in the silk trade is a logical development, though its desire to share in this business was not fulfilled until after the historic calamity in 1923. The whole production of silk is nearly halved between the Kwanto provinces with Yokohama as the exporting centre and the Kwansai districts with Kobe as the port of outlet. Nearly 90 per cent of the silk goods is produced in areas near the latter port. Absence of financing and warehousing facilities stood in the way of Kobe sharing in this trade previous to 1923. The combined value of raw silk and silk goods exported from the port of Kobe during 1926 amounted to more than 133,000,000 yen, which is 32 per cent of the total foreign trade of the port for that year.

That this remarkable growth in the export of the most important commodity shipped from Japan will continue seems certain. The municipal and port authorities have taken steps to improve facilities and to attract more silk business to the port, and already a great deal has been accomplished. Improvement of and conversion of the silk-conditioning house, now under municipal control, into a national institution is one of the plans for the future. The completion of the program will go a long way in offering much quicker, more efficient and dependable service for the traders in silks than they have hitherto enjoyed. Other plans for further extending and developing the port are also under way.

CUBA BUYS PACIFIC COAST FISH

F. L. CASSERLY, OFFICE OF TRADE COMMISSIONER

Kingston, July 1, 1927.—Cuba imports about 1,000,000 kilograms per annum of fresh fish. These importations come in refrigerated steamers from the Pacific Coast, and are ordered by two or three well-known American packing houses who have cold storage plants in Cuba. The Ward Steamship Line, however, have an independent refrigerating plant, which is probably the largest in the republic, and their rates are as follows:—

In quantities not less than 1,000 pounds—first month 37 cents and the following months 31 cents each 100 pounds.

In quantities of from 1,000 to 5,000 pounds—first month 32 cents, following months 29 cents each 100 pounds.

In quantities of from 5,000 to 10,000 pounds—first month 30 cents, following months 27 cents each 100 pounds.

In quantities of over 10,000 pounds—first month 27 cents, following months 24 cents each 100 pounds.

According to recent advices from Havana, another company with a small refrigerating plant quote 20 cents per each cubic foot per month or any part of a month.

It is thought that Canadian packers located on the Pacific Coast might be able to obtain a share of this business, and those interested are advised to communicate with the Canadian Bank of Commerce in Havana, which will be pleased to place them in touch with possible connections there.

SHIPMENT OF SAMPLES TO THE REPUBLIC OF COLOMBIA

The failure of Canadian firms to comply with the customs and postal regulations of the Republic of Colombia in the matter of sending samples to that country has been causing considerable trouble and embarrassment to business houses there. The following points in this connection should be carefully borne in mind by Dominion shippers:—

Canadian shippers should take note that samples of small value sent by parcel post to Colombia are subject to charges which, in most cases, are out of proportion to the value of the goods sent.

If articles have any saleable value customs duties are charged, together with the usual surcharges totalling 17 per cent. In addition there is an extra 15 per cent which is not charged on cargo shipments. There is also a Government stamp tax of \$1 on each parcel, and a municipal tax. Thus an article, perhaps worth 50 to 75 cents, costs for introduction as a parcel post package \$2 or \$2.50. There are frequently long delays in delivery of parcels.

Samples of small value should therefore be sent by *registered post*, or, if sent by sample post, should be marked "Muestras sin valor."

If the consular declaration in Spanish on a parcel post package does not correspond to the particular classification of the Colombian Customs tariff a fine may be imposed, the minimum is \$1.25.

Samples should not be sent unless instructions from Colombia are obtained.

TENDERS INVITED

New Zealand

Copies of plans and specifications have been received from Mr. C. M. Croft, Canadian Trade Commissioner at Auckland, for equipment required by the Public Works Department, Wellington. These are for three sets 50 k.v. outdoor substation switchgear and steelwork, for various sections of the Waikato Electric Power Scheme, tenders for which close on October 25; and one set 50 k.v. outdoor substation switchgear and one ton overhead travelling crane, for the Waikaremoana Electric Power Scheme, tenders for which close on November 15.

These plans and specifications are open for inspection at the Department of Trade and Commerce, Ottawa. Tenders should be addressed to the Secretary, Public Works Supplies and Tenders Committee, Wellington.

FOREIGN EXCHANGE QUOTATIONS FOR THE WEEK ENDING
JULY 18, 1927

The Foreign Exchange Department of the Bank of Montreal has furnished the following statement of the nominal closing quotations for all the principal exchanges for the week ending July 18, 1927. Those for the week ending July 11, 1927, are also given for the sake of comparison.

Country	Monetary Unit	Parity	Week Ending July 11, 1927	Week Ending July 18, 1927
Britain	£	\$4.86 $\frac{3}{4}$	\$4.8512	\$4.8624
Belgium	Belga	.1390	.1390	.1392
Czecho-Slovakia	Crown	.20263	.0296	.0296
Finland	Mark	.0252	.0252	.0252
France	Fr.	.1930	.0391	.0392
Holland	Florin	.4020	.4005	.4011
Italy	Lire	.1930	.0544	.0543
Spain	Pes.	.1930	.1717	.1711
Portugal	Esc.	1.0805	.0510	.0510
Switzerland	Fr.	.1930	.1924	.1926
Germany	Reichs Mk.	.2382	.2370	.2379
Greece	Dr.	.1930	.0134	.0134
Norway	Kr.	.2680	.2586	.2587
Sweden	Kr.	.2680	.2680	.2681
Denmark	Kr.	.2680	.2672	.2676
Austria	Schilling	.1407	.1412	.1412
Japan	Yen	.4985	.4731	.4720
Siam	Tical	.3709	.4525	.4550
India	Rupee	.3650	.3620	.3625
United States	\$	1.0000	1.0015	1.0014
Mexico . . . . .	\$	.4985	.4635	.4645
Argentine Rep.	Peso (Paper)	.4244	.4250	.4250
Brazil	Mil.	.5462	.1183	.1180
Jamaica	£	4.86 $\frac{3}{4}$	4.8550	4.8525
British Guiana	\$	1.0000	1.00 $\frac{3}{8}$ —1.01 $\frac{5}{8}$	1.00 $\frac{3}{8}$ —1.01 $\frac{5}{8}$
Barbados	\$			
Trinidad	\$			
Dominica	\$			
St. Kitts	\$			
Grenada	\$			
St. Vincent	\$			
Tobago	\$	1.0000	1.00 $\frac{3}{8}$ —1.01 $\frac{5}{8}$	1.00 $\frac{3}{8}$ —1.01 $\frac{5}{8}$
China	Taël			
Batavia, Java	Guilder			
Peru	Libra			
Singapore, Str. Settlement	\$			

TRADE INQUIRIES FOR CANADIAN PRODUCTS

Since the publication of the last *Commercial Intelligence Journal* there have been received the following inquiries for Canadian products. The names of the firms making these inquiries, with their addresses, can be obtained only by those specially interested in the respective commodities upon application to: "THE COMMERCIAL INTELLIGENCE BRANCH OF THE DEPARTMENT OF TRADE AND COMMERCE, OTTAWA," OR THE BOARDS OF TRADE AT ST. JOHN, HALIFAX, QUEBEC, SHERBROOKE, MONTREAL, TORONTO, WOODSTOCK, ST. MARY'S (ONT.), PORTAGE LA PRAIRIE, ST. BONIFACE (MAN.), WINNIPEG, VANCOUVER, NEW WESTMINSTER, AND PRINCE RUPERT; THE CHAMBERS OF COMMERCE AT BELLEVILLE, PETERBOROUGH, HAMILTON, ST. CATHARINES, STRATFORD, BRANTFORD, LONDON, ST. THOMAS, SARNIA, AND VICTORIA (B.C.); THE CHAMBRE DE COMMERCE, DISTRICT OF MONTREAL; BORDER CHAMBER OF COMMERCE, WINDSOR; THE CANADIAN MANUFACTURERS' ASSOCIATION OFFICES AT TORONTO, MONTREAL, WINNIPEG, EDMONTON, VANCOUVER, AND VICTORIA; AND THE KITCHENER AND WATERLOO MANUFACTURERS' ASSOCIATION, KITCHENER (ONT.).

Foodstuffs

641. **FOODSTUFFS.**—A firm in Hamburg, Germany, with their own warehouse in the free harbour, would like to act as commission agents for Canadian exporters of provisions of all kinds and would like to handle goods on consignment.

642. **FLOUR.**—Firm of Jamaican foodstuffs brokers are anxious to obtain the representation of a good Canadian flour mill.

643. **CANNED SALMON AND PILCHARDS.**—An Antwerp importer is desirous of hearing from Canadian exporters of canned salmon and pilchards. Prices c.i.f. Antwerp.

644. **CANNED SALMON.**—An Antwerp importer desires to hear from Canadian exporters of canned salmon. Prices c.i.f. Antwerp.

645. **CANNED SALMON.**—An Antwerp importer wishes to hear from Canadian exporters of canned salmon. Prices c.i.f. Antwerp.

646. **DRIED CODFISH.**—A Cuban firm are desirous of corresponding with Canadian exporters of dried codfish in cases; also smoked bloaters.

647. **FRESH APPLES.**—A firm in Hamburg, Germany, wish to secure the representation of a Canadian exporter of fresh apples.

648. **DRIED APPLES.**—A firm in Hamburg, Germany, wish to secure the representation of a Canadian exporter.

649. **APPLES.**—A firm at Cape Town, South Africa, are desirous of getting in touch with Canadian exporters of apples.

650. **ROLLED OATS.**—A responsible importer in Mexico City desires to secure supplies of rolled oats (breakfast food). Delivery at Veracruz or Laredo in sacks of 90 pounds each.

Miscellaneous

651. **GRAIN.**—An Antwerp firm of importers desire to hear from Canadian exporters of grain. Prices c.i.f. Antwerp.

652. **LUMBER AND SILVER SPRUCE.**—Canadian exporters of lumber and silver spruce are requested to communicate with a prominent firm in Genoa.

653. **BELTING, ETC.**—A manufacturers' representative in Mexico City desires to communicate with Canadian manufacturers of leather, rubber, and balata belting; also picking bands for the textile trade.

654. **WOODWORKING MACHINERY, ETC.**—A manufacturers' representative in Mexico City desires to communicate with Canadian manufacturers of woodworking machinery, band saws, circular saws, etc., with the object of securing sole agency.

655. **BOLTS, NUTS, AND SCREWS.**—British importing house in Shanghai desires to receive quotations from Canadian firms for bolts, nuts, and screws of all sizes. Samples and c.i.f. quotations should be forwarded direct.

656. **SHUTTLES AND BOBBINS.**—A manufacturers' representative in Mexico City with good connections desires to secure representation of a Canadian firm manufacturing shuttles and bobbins for the textile trade.

657. **OAK STAVES.**—A London firm of Australian merchants are desirous of receiving quotations from actual Canadian manufacturers of oak staves who are in a position to export to Australia.

658. **ROCK ELM LOGS.**—A Glasgow firm would like to get in touch with Canadian exporters of rock elm logs either in the round or in the square, as market calls for.

PROPOSED SAILINGS FROM CANADIAN PORTS

(The sailing dates are approximate and subject to change without notice)

From Montreal

To ANTWERP.—Canadian Aviator, Aug. 3; Canadian Hunter, Aug. 13; Canadian Trapper, Aug. 23—all C.G.M.M.; Bosworth, Aug. 6; Berwyn, Aug. 13—both Canadian Pacific.

To AVONMOUTH.—Huronian, Aug. 6; Colonial, Aug. 13—both White Star-Dominion; Salacia, Cunard Line, Aug. 19.

To BELFAST, LONDONDERRY, CORK AND DUBLIN.—Lord Downshire, Aug. 3; Fanad Head, Aug. 21—both Head Line.

To CARDIFF AND SWANSEA.—Canadian Mariner, July 29; Canadian Victor, Aug. 12; Canadian Commander, Aug. 26—all C.G.M.M.

To GLASGOW.—Metagama, Aug. 4; Melita, Aug. 16—both Canadian Pacific; Moveria, Aug. 5; Athenia, Aug. 12; Letitia, Aug. 26—all Cunard Line.

To HULL.—Bay State, July 30; Ariano, Aug. 13—both Furness Line.

To LIVERPOOL.—Montcalm, July 29; Minnedosa, Aug. 5; Montclare, Aug. 12; Montrose, Aug. 19; Montcalm, Aug. 26—all Canadian Pacific; Albertic, July 30; Regina, Aug. 6; Calgaric, Aug. 10; Megantic, Aug. 13; Doric, Aug. 20—all White Star-Dominion; Moveria, Aug. 5; Andania, Aug. 19—both Cunard Line.

To DUNDEE.—Cairnmona, Thomson Line, Aug. 13.

To LONDON.—Bolingbroke, July 30; Bosworth, Aug. 6; Berwyn, Aug. 13; Brandon, Aug. 20; Balfour, Aug. 27—all Canadian Pacific; Canadian Aviator, Aug. 3; Canadian Hunter, Aug. 13; Canadian Trapper, Aug. 23—all C.G.M.M.; Alaunia, July 29; Ausonia, Aug. 5; Antonia, Aug. 13; Ascania, Aug. 19; Alaunia, Aug. 26—all Cunard Line; Bay State, July 30; Ariano, Aug. 13—both Furness Line.

To MANCHESTER.—Manchester Brigade, July 28; Manchester Commerce, Aug. 4; Manchester Producer, Aug. 11; Manchester Citizen, Aug. 18—all Manchester Liners.

To NEWCASTLE AND LEITH.—Cairnglen, July 30; Cairnesk, Aug. 6; Cairnmona, Aug. 13; Cairntort, Aug. 20—all Thomson Line.

To HAMBURG.—Cairnvalona, July 28; Cairndhu, Aug. 11; Scatwell, Aug. 25—all Thomson Line; Key West, Aug. 12; Brant County, Aug. 22—both Intercontinental Transports Ltd.; Berwyn, Canadian Pacific, Aug. 13.

To HAVRE.—Laval County, Intercontinental Transports Ltd., Aug. 13.

To ROTTERDAM.—Queens County, Aug. 10; Golden Gate, Aug. 26—both Intercontinental Transports Ltd.

To COPENHAGEN AND BALTIC PORTS.—Frode, July 29; Arkansas, Aug. 13—both Scandinavian-American Line.

To OSLO, TRONDHEIM, BERGEN AND STAVANGER.—Idejford, Norwegian-American Line, July 30.

To ITALIAN PORTS.—Valleluce, Lloyd Mediterraneo Italian Service, Aug. 13.

To SOUTH AND WEST AFRICAN PORTS.—New Georgia, Elder Dempster Line, Aug. 15.

To AUSTRALIAN PORTS.—Canadian Scottish, July 30; Canadian Cruiser, Aug. 20—both C.G.M.M.

To NEW ZEALAND PORTS.—Canadian Britisher, C.G.M.M., Aug. 25.

To ST. KITTS, ANTIGUA, BARBADOS, TRINIDAD AND DEMERARA.—Canadian Squatter, July 28; Canadian Otter (calls at Guadeloupe), Aug. 11; Canadian Beaver, Aug. 25—all C.G.M.M.

To BERMUDA, BAHAMAS, JAMAICA AND BRITISH HONDURAS.—Canadian Forester, Aug. 3; Canadian Fisher, Aug. 24—both C.G.M.M.

To ST. JOHN'S, Nfld. (via CHARLOTTETOWN).—Canadian Sapper, C.G.M.M., Aug. 11.

To CORNERBROOK, Nfld.—New Northland, Aug. 3, Aug. 17; Nayarit, Aug. 8, Aug. 22—both Clarke SS. Co.

From Quebec

To CHERBOURG, SOUTHAMPTON AND ANTWERP.—Montnairn, Aug. 10; Montroyal, Aug. 18—both Canadian Pacific.

To SOUTHAMPTON AND HAMBURG.—Empress of France, July 27; Empress of Australia, Aug. 3; Empress of Scotland, Aug. 16; Empress of France, Aug. 24—all Canadian Pacific.

From St. John

TO BERMUDA, ST. KITTS, ANTIGUA, MONTSERRAT, DOMINICA, ST. LUCIA, BARBADOS, ST. VINCENT, GRENADA, TRINIDAD AND DEMERARA.—Canadian Pathfinder, July 30; Canadian Volunteer, Aug. 13—both C.G.M.M.

From Halifax

TO LIVERPOOL.—Nova Scotia, July 30; Newfoundland, Aug. 17—both Furness, Withy.

TO ST. JOHN'S, Nfld.—Nova Scotia, July 30; Newfoundland, Aug. 17—both Furness, Withy; Farnorth, Aug. 6; Sambro, Aug. 8—both Farquhar SS.; Nerissa, July 26, Aug. 9; Silvia, Aug. 2, Aug. 16—both Red Cross Line; Magna, Newfoundland-Canada Traders, July 28, Aug. 13.

TO EAST COAST NEWFOUNDLAND PORTS.—Sambro, Farquhar SS., Aug. 8; Magna, Newfoundland-Canada Traders, July 28, Aug. 13.

TO SOUTH COAST NEWFOUNDLAND PORTS AND ST. PIERRE MIQUELON.—Skipper, Aug. 5; Sambro, Aug. 8—both Farquhar SS.; Pro Patria, French Mail Service, Aug. 2, Aug. 16.

TO WEST COAST NEWFOUNDLAND PORTS.—Fernfield, Farquhar SS., Aug. 3.

TO BERMUDA, ST. KITTS, NEVIS, ANTIGUA, MONTSERRAT, DOMINICA, ST. LUCIA, BARBADOS, ST. VINCENT, GRENADA, TRINIDAD AND DEMERARA.—Canadian Carrier, July 29; Canadian Pathfinder, Aug. 12; Canadian Volunteer, Aug. 26—all C.G.M.M.; Ottar, Aug. 4; Haraldshang, Aug. 18—both Pickford & Black.

TO SANTIAGO (CUBA) AND KINGSTON (JAMAICA).—Andalusia, July 27, Aug. 24; Caledonia, Aug. 10—both Pickford & Black.

From Vancouver

TO YOKOHAMA, KOBE, NAGASAKI, SHANGHAI, HONG KONG AND MANILA.—Empress of Asia, Canadian Pacific, Aug. 11.

TO YOKOHAMA, KOBE, MOJI AND SHANGHAI.—Africa Maru, Osaka Shosen Kaisha, July 26.

TO YOKOHAMA, KOBE, DAIREN AND SHANGHAI.—London Maru, Osaka Shosen Kaisha, Aug. 13.

TO YOKOHAMA, KOBE, MIKE AND HONG KONG.—Talthybius, Blue Funnel, July 26.

TO HONOLULU, SUVA, AUCKLAND AND SYDNEY.—Aorangi, July 27; Niagara, Aug. 24—both Canadian Australasian Service.

TO MELBOURNE, SYDNEY AND BRISBANE.—West Carmona, American-Australian Service, July 30.

TO HAMBURG, ANTWERP AND BREMEN.—Indien, United American Line, Aug. 2.

TO MANCHESTER.—Pacific Commerce, Furness (Pacific) Ltd., Aug. 6.

TO MARSEILLES, BARCELONA, GENOA, LEGHORN, NAPLES, VENICE AND TRIESTE.—Jeme, Navigazione Libera Triestina, Aug. 15.

TO HAVRE, ANTWERP AND BORDEAUX.—La Marseillaise, Cie. Gle. Transatlantique, Aug. 11.

TO LONDON, LIVERPOOL AND ROTTERDAM.—Noorderdyk, July 29; Dinteldyk, Aug. 12—both North Pacific Coast Line.

TO GLASGOW, HAMBURG, ROTTERDAM AND ANTWERP.—Sabor, North Pacific Coast Line, Aug. 2.

Canadian Manufacturers and Exporters are strongly advised to file all numbers of the "Commercial Intelligence Journal" for future reference, and to bind them with the Index at the end of each half year.

COMMERCIAL INTELLIGENCE SERVICE

CANADIAN TRADE COMMISSIONERS

Argentine Republic

E. L. McColl, Reconquista No. 46, Buenos Aires. *Cable Address, Canadian.*

Australia

D. H. Ross. Address for letters—Box 196C. G.P.O., Melbourne. Office—Safe Deposit Building, Melbourne. *Cable Address, Canadian.*

Commercial Agent: B. Millin, The Royal Exchange Building, Sydney, N.S.W.

Belgium

Yves Lamontagne, 98 Boulevard Adolphe Max, Brussels. *Cable Address, Canadian.*

Brazil

A. S. Bleakney. Address for letters—Caixa Postal 2164 Rio de Janeiro; office, Avenida Rio Branco, 9. *Cable Address, Canadian.*

British West Indies

James Cormack. Address for letters—P.O. Box 125, Port of Spain, Trinidad. Office, Colonial Bank Building. (Territory includes Barbados, Windward and Leeward Islands, British Guiana, Porto Rico and Venezuela). *Cable Address, Canadian.*

P. W. Cook. Address for letters—P.O. Box 225, Kingston, Jamaica. Office—Jamaica Mutual Life Insurance Building. (Territory covers Jamaica, Cuba, Hayti, San Domingo, Central American States, Colombia, Bermuda and the Bahamas.) *Cable Address, Cantracom.*

China

L. M. Cosgrave. Address for letters—P.O. Box 300. Office—North China Daily News Building, 17 The Bund, Shanghai. *Cable Address, Cancoma.*

France

Hercule Barré, 17 and 19 Boulevard des Capucines, Paris. *Cable Address, Cancomac.*

Germany

L. D. Wilgress, Gutrufhaus, Neuerwall 10, Hamburg 36. *Cable Address, Mapleleaf.* (Territory covers Germany, Russia; the countries on the eastern shore of the Baltic, Poland and Czecho-Slovakia.)

Holland

A. B. Muddiman, Beursplein 26B, Rotterdam. *Cable Address, Canadian.*

India and Ceylon

H. R. Poussette, P.O. Box 2003, office, Sassoon House, 4 Lyons Range, Calcutta. *Cable Address, Canadian.*

NOTE.—Bentley's Complete Phrase Code is used by Canadian Trade Commissioners.

Irish Free State

F. W. Fraser, 66 Upper O'Connell street, Dublin. *Cable Address, Canadian.*

Italy

Jean J. Guay, Via Manzoni Nr. 5—Milan (2). *Cable Address, Canadian.*

Japan

J. A. Langley. Address for letters, P.O. Box 230. Office, Room No. 2, Meikai Building, Kobe. *Cable Address, Canadian.*

Mexico

C. Noel Wilde. Address for letters, Apartado Num. 126-bis, Mexico City. Office, Edificio Banco de Londres y Mexico, Num. 30. *Cable Address, Cancoma.*

Netherlands East Indies

R. S. O'Meara, P.O. Box 84, Batavia, Java. (Territory includes Straits Settlements, Federated Malay States, Indo-China, and Siam.) *Cable Address, Canadian.*

New Zealand

C. M. Croft. Address for letters, P.O. Box 33, Auckland. Office, Union Buildings, Customs street, Auckland. *Cable Address, Canadian.*

South Africa

G. R. Stevens, P.O. Box 683. Office, Westminster House, Adderly street, Cape Town. *Cable Address, Cantracom.*

United Kingdom

Harrison Watson, Canadian Building, Trafalgar Square, London, S.W. 1, England. (Territory covers Home Counties, South-Eastern Counties and East Anglia.) *Cable Address, Sleighing, London.*

J. Forsyth Smith, Fruit Trade Commissioner, Century Bldgs., 31 North John Street, Liverpool. *Cable Address, Canfrucum.*

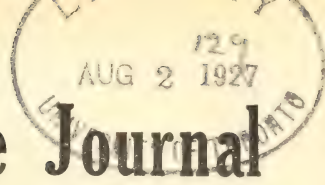
Harry A. Scott, Trade Commissioner, Century Bldgs., 31 North John Street, Liverpool. (Territory covers North of England, Lincolnshire, North Midlands and North Wales.) *Cable Address, Cantracom.*

Douglas S. Cole, Sun Building, Clare street, Bristol. (Territory covers West of England, South Wales and South Midlands.) *Cable Address, Canadian.*

Gordon B. Johnson, 87 Union street, Glasgow, Scotland. (Territory covers Scotland and Northern Ireland.) *Cable Address, Cantracom.*

United States

Frederic Hudd, 44 Whitehall street, New York City. *Cable Address, Cantracom.*



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Minister: Hon. James Malcolm, M.P.

Deputy Minister: F. C. T. O'Hara

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TRADE COMMISSIONERS TO TOUR CANADA

Mr. C. M. Croft, Canadian Trade Commissioner in New Zealand, is due to arrive in Canada about the beginning of August, and Mr. G. B. Johnson, Trade Commissioner in Glasgow, who represents the Department in Scotland and Northern Ireland, expects to arrive about the middle of that month. These Commissioners are paying a visit to the Dominion in order to undertake a business tour in the interests of Canadian trade with their respective territories. Canadian firms who desire to be brought in touch with them or to interview them are requested to communicate with the Department of Trade and Commerce, Ottawa, in order that the necessary arrangements may be made.

TRADE OF THE UNITED KINGDOM, JANUARY TO JUNE, 1927

TRADE COMMISSIONER HARRISON WATSON

London, July 15, 1927.—The official returns of the overseas trade of the United Kingdom which are issued, confirm the general impression that the first half of 1927 has been disappointing, in so far that there is no indication of the recovery and improvement in general trade and industry which was so eagerly hoped for at the beginning of the year.

Although the present situation is attributable to many circumstances, an outstanding obstacle in the way of general betterment is the unfortunate position of the coal industry.

While there has been considerable restoration in the export trade, which was so drastically interrupted by the general strike of last year—and indeed it is this circumstance that enables exports of British manufactures to make even as creditable a showing as they do—conditions in the coal industry remain very unsatisfactory.

Continental and other nations which produce coal took the opportunity of the cutting-off of British supplies to secure a footing in several of the most important coal-importing countries, which markets they are making every effort to retain.

As the United Kingdom itself can only consume a fractional proportion of the coal which it raises annually, it has been mainly the export trade which has supplied steady employment for the miners and provided markets which have made the British industry profitable.

At the moment Britain's rivals are supplying coal to many of her old customers at prices which leave only a slender margin of profit (if profit at all), at least to the British industry, and it is officially announced that 233,291 miners are without employment in this country.

The high cost of British coal and the depressed condition of the industry are affecting manufacturers all round, many of whom still report the continuation of inactivity. The circumstances in connection with many of them are that the temporary spurt resulting from the filling of accumulated arrears of orders has now ceased, and new orders of any value are not coming in.

Upon the whole, however, the general situation shows some improvement, and there are signs of slight recovery in several of the industries. As an example, according to Lloyd's half-yearly figures, the tonnage of ships under construction on June 30 (1,390,388) was the highest since September, 1924, and 173,456 tons more than at the end of March.

The tonnage launched during the second quarter of the year (268,545 tons) is almost double that of the January quarter. Upon the other hand, the tonnage commenced during the June quarter (437,112 tons) indicates a falling off of about 25 per cent from the January quarter.

The exports of British iron and steel exhibited some advance during the half-year, but with the completion of old orders, and lack of new business, production has again commenced to decrease.

That the industrial position is still unsatisfactory is, moreover, only too evident from the official unemployment figures which are issued weekly. Periodical improvements are counterbalanced by constant increases, and according to the most recent returns the number of unemployed remains as high as 1,053,600.

The above general outline of conditions is reflected in the foreign trade returns.

The detailed figures for the six months ended June and those for the first half-year of 1926 are as follows:—

	First Six Months 1927	First Six Months 1926		Increase or Decrease	Per cent
Imports.. . . .	£ 617,366,861	£ 602,656,024	(Inc.)	£14,710,837	2.4
Exports (British) ..	342,341,111	338,214,247	(Inc.)	4,126,864	1.2
Re-exports.. . . .	66,220,371	66,598,983	(Dec.)	378,612	0.5
Total.. . . .	£1,025,928,343	£1,007,469,254	(Inc.)	£18,459,089	1.8

Upon the surface there is little change, and this is probably about the real position, because, while the comparison with May and June of last year includes the chaotic period covered by the general strike, the average of wholesale prices is stated to have fallen about 7 per cent during the past twelve months.

This condition of similarity is also illustrated by the following summary of imports, exports, and re-exports, although the details indicate variations both in quantities and valuations of some of the items.

TABLE OF IMPORTS, EXPORTS, AND RE-EXPORTS, ACCORDING TO THE BOARD OF TRADE CLASSIFICATION, DURING THE SIX MONTHS ENDED JUNE 30, 1925, 1926, AND 1927

(a) Imports, Value c.i.f.

	1925	1926	1927
Food, drink and tobacco.. . . .	£279,754,194	£260,940,686	£259,506,492
Raw materials and articles mainly unmanufactured.. . . .	219,771,775	190,165,474	190,040,313
Articles wholly or mainly manufactured.. . . .	174,508,535	149,377,177	165,355,294
Animals, not for food.. . . .	1,018,861	796,226	1,030,216
Parcel post, non-dutiable articles.. . . .	2,474,868	1,376,461	1,434,546
Total.. . . .	£677,528,233	£602,656,024	£617,366,861

(b) Exports of Produce and Manufactures of the United Kingdom, Value f.o.b.

	1925	1926	1927
Food, drink and tobacco.. . . .	£ 26,413,619	£ 23,573,806	£ 23,770,422
Raw materials and articles mainly unmanufactured.. . . .	45,019,794	31,449,458	39,987,881
Articles wholly or mainly manufactured.. . . .	312,719,530	275,452,391	271,033,181
Animals, not for food.. . . .	919,003	732,170	848,973
Parcel post.. . . .	7,587,224	7,006,422	6,700,654
Total.. . . .	£392,659,170	£338,214,247	£342,341,111

(c) Exports of Foreign and Colonial Merchandise, Value f.o.b.

	1925	1926	1927
Food, drink and tobacco.. . . .	£ 15,593,695	£ 13,338,269	£ 13,558,273
Raw materials and articles mainly unmanufactured.. . . .	45,258,649	41,154,280	40,274,889
Articles wholly or mainly manufactured.. . . .	16,539,450	12,938,711	12,298,630
Animals, not for food.. . . .	57,293	67,723	88,579
Total.. . . .	£ 77,449,087	£ 66,598,983	£ 66,220,371

A noticeable feature under the heading of imports is an increase of no less than £8,342,051 in the value of iron and steel manufactures, which has aggravated the difficulties of home manufacturers and is largely responsible for the decline in the domestic industry which has been experienced. While in this case the quantities also advanced from 1,370,549 tons to 2,570,271 tons, another noteworthy feature in the list is a drop of £5,069,555 in the value of imported raw cotton, which is entirely due to reduced prices, because the quantities imported in each half-year are practically identical.

As regards exports, the position would be much less satisfactory were it not for the recovery in the export trade of coal, which is valued at £24,798,383, or £7,569,177 more than in the first six months of 1926. Upon the other hand, the heavy fall in cotton yarns and manufactures of £9,473,908 is mainly accounted for by lower prices.

Imports of Canadian Foodstuffs and Raw Materials

The usual opportunity is taken of reproducing the official details of imports of certain commodities (chiefly agricultural) which are issued with the June statement.

An examination of the list discloses, in certain commodities, a result which is disappointing to Canada in so far that there has been a falling off in contributions from the Dominion.

In the case of wheat, however, the real results are probably much more satisfactory than is shown, because it is likely that a considerable proportion of the wheat attributed in the returns to the United States relates to Canadian-grown wheat shipped through American ports.

Canada still retains the first position as a supplier of flour to Great Britain, and for a similar reason it is probable that the quantity of Canadian-milled flour received in this country is even larger than what is indicated.

The outstanding feature of the bacon import trade is the growing preponderance of Denmark's hold on this market. Imports of bacon both from the United States and Canada were about cut in half.

A particularly unfavourable item is the drastic decrease in the importation of Canadian live cattle, even if the cause is a temporary one.

Receipts of Canadian cheese were small, even taking into account the question of season, and transactions almost ceased in butter and eggs.

Upon the other hand, imports of Canadian products (non-agricultural) have been well maintained, and exhibit considerable expansion in several instances.

IMPORTS OF CERTAIN PRODUCTS, MAINLY AGRICULTURAL, INTO THE UNITED KINGDOM DURING THE SIX MONTHS ENDED JUNE 30, 1926 AND 1927

	1926		1927	
	Quantity Cwts.	Value £	Quantity Cwts.	Value £
<i>Wheat—</i>				
Total imports	46,645,388	30,830,081	56,681,579	35,176,790
Canada	16,806,577	11,258,952	14,884,411	9,195,115
United States	11,350,203	7,619,168	18,284,454	11,500,449
Australia	6,313,662	4,338,269	8,543,442	5,438,250
Argentine	9,352,820	5,793,254	12,340,733	7,402,185
<i>Wheat Flour and Meal—</i>				
Total imports	4,791,016	3,974,550	5,759,300	4,530,948
Canada	2,539,072	2,249,116	2,805,149	2,306,000
United States	919,382	801,481	1,446,087	1,169,070
Australia	643,586	533,261	925,693	714,408
Argentine	401,140	202,712	426,273	238,461
<i>Barley—</i>				
Total imports	4,143,588	1,935,089	5,369,133	2,628,552
Canada	545,612	224,267	720,330	337,609
United States	1,438,582	683,439	2,242,691	1,108,040
Chile	416,540	228,534	414,369	233,676
<i>Oats—</i>				
Total imports	4,352,824	1,740,895	2,734,544	1,076,199
Canada	925,302	383,256	266,590	101,920
United States	816,397	333,313	208,814	76,623
Argentine	1,521,695	557,618	1,139,460	433,529
Irish Free State	228,738	92,255	436,258	175,285
<i>Bacon—</i>				
Total imports	3,483,420	20,546,461	4,142,745	19,311,796
Canada	464,212	2,732,588	248,268	1,134,740
Denmark	1,683,885	10,497,780	2,417,473	11,333,289
United States	710,657	3,742,619	343,595	1,561,496
Irish Free State	195,018	1,275,115	159,852	915,232
<i>Hams—</i>				
Total imports	664,913	3,936,179	450,099	2,450,044
Canada	65,214	398,977	61,879	346,496
United States	588,139	3,465,542	366,686	1,979,087
<i>Cattle, Live—</i>	Number		Number	
Total imports	301,876	5,914,016	257,707	4,599,580
Canada	48,281	1,268,726	7,669	211,085
Irish Free State	253,001	4,629,135	250,038	4,388,495
United States	415	11,620	.....	.....
<i>Butter—</i>	Cwts.		Cwts.	
Total imports	3,104,957	26,205,465	3,058,120	24,990,094
Canada	4,129	34,530	4	38
Denmark	947,862	8,650,354	997,257	8,651,780
New Zealand	779,863	6,579,171	756,690	6,120,227
Australia	510,647	3,980,326	362,863	2,804,581
Irish Free State	133,293	1,092,699	177,912	1,371,385
Argentine	301,866	2,300,888	318,129	2,459,570

IMPORTS OF CERTAIN PRODUCTS, MAINLY AGRICULTURAL, INTO THE UNITED KINGDOM DURING THE SIX MONTHS ENDED JUNE 30, 1926 AND 1927—*Continued*

	1926		1927	
	Quantity Cwts.	Value £	Quantity Cwts.	Value £
<i>Cheese—</i>				
Total imports	1,434,560	7,012,551	1,454,020	6,475,558
Canada	176,341	896,141	117,832	551,978
New Zealand	1,013,003	4,932,917	1,088,999	4,764,426
Netherlands	94,968	415,433	114,711	501,811
Italy	71,429	346,140	72,867	352,912
<i>Eggs, in Shell—</i>				
	Gt. Hunds.		Gt. Hunds.	
Total imports	11,251,213	7,280,963	12,362,279	7,219,622
Canada	4,383	3,531	15	15
Irish Free State	2,997,161	1,897,115	3,388,253	1,926,845
Denmark	2,544,344	1,937,955	2,416,905	1,717,597
Netherlands	992,283	770,893	1,184,999	815,013
Poland, including Dantzic	1,471,734	689,667	2,305,898	1,001,756
China	756,503	417,031	427,764	247,377
<i>Canned Salmon—</i>				
	Cwts.		Cwts.	
Total imports	113,894	546,836	254,082	1,125,820
Canada	39,970	201,384	55,601	295,366
United States	67,624	312,856	178,575	742,841
<i>Canned Lobsters—</i>				
Total imports	8,854	159,078	9,698	166,334
Canada	8,492	143,821	9,186	158,115
Newfoundland and Coast of Labrador	61	1,178	128	2,298
<i>Sugar, Refined, and Sugar Candy—</i>				
Total imports	6,863,326	5,363,967	5,724,150	5,528,764
Canada	725,579	547,451	726,858	682,681
Netherlands	2,046,979	1,571,636	2,194,510	2,147,942
Czecho Slovakia	3,363,565	2,671,377	1,744,497	1,681,392
United States	128,889	101,009	597,099	577,264
<i>Asbestos, Raw, Fibre and Waste—</i>				
	Tons		Tons	
Total imports	12,573	343,322	15,190	381,922
Canada	3,253	67,366	5,432	89,333
Rhodesia	6,106	196,099	6,656	210,361
<i>Copper Ore—</i>				
Total imports	18,671	904,486	19,446	955,356
Canada	11,689	584,480	14,425	721,319
Spain	5,690	296,427	3,836	196,482
<i>Leather, Undressed, Hides—</i>				
	Cwts.		Cwts.	
Total imports	256,215	1,741,087	253,335	1,910,233
Canada	7,264	59,933	4,404	40,489
British India	100,991	916,478	126,441	1,152,770
Germany	66,149	325,237	29,578	144,897
United States	36,337	130,973	26,022	134,614
<i>Paper, Printing, not Coated, and Writing Paper in Large Sheets—</i>				
Total imports	1,845,214	1,748,501	2,705,148	2,421,575
Canada	65,907	63,015	228,159	183,422
Norway	505,936	457,879	589,846	516,929
Finland	401,043	349,261	531,056	443,702
Sweden	323,423	273,767	424,451	340,105
Newfoundland and Coast of Labrador	232,512	228,242	566,643	515,206
<i>Paper, Packing and Wrapping, including Tissue Paper—</i>				
Total imports	2,286,617	2,718,177	1,711,485	1,940,305
Canada	57,319	66,450	25,593	31,380
Sweden	774,598	886,579	727,310	803,434
Germany	673,643	789,385	328,352	361,542
Norway	424,135	497,751	328,209	380,182
<i>Photographic Appliances—</i>				
Total imports		882,723		817,020
Canada		375,333		375,348
United States		305,544		233,970
Germany		76,771		83,539
France		76,447		79,828

IMPORTS OF CERTAIN PRODUCTS, MAINLY AGRICULTURAL, INTO THE UNITED KINGDOM DURING THE SIX MONTHS ENDED JUNE 30, 1926 AND 1927—*Concluded*

	1926		1927	
	Quantity Cu. Ft.	Value	Quantity Cu. Ft.	Value
<i>Wood and Timber, Hewn, Hard, other than Mahogany—</i>				
Total imports.	2,409,055	443,168	2,254,063	390,866
Canada.	367,437	65,764	238,871	52,550
United States.	884,692	138,259	579,635	112,689
British East Indies. . . .	73,198	33,985	30,062	14,879
<i>Wood and Timber, Hewn, Soft—</i>				
	Loads		Loads	
Total imports.	86,725	416,403	102,172	504,462
Canada.	4,150	27,058	4,111	25,820
United States.	22,220	166,782	27,272	217,320
Norway.	13,808	61,504	19,368	76,015
Sweden.	13,246	60,256	12,184	47,662
<i>Wood and Timber, Sawn, Hard, other than Mahogany—</i>				
	Cu. Ft.		Cu. Ft.	
Total imports.	11,624,426	3,063,976	12,599,273	3,167,686
Canada.	1,226,520	197,292	1,401,330	205,081
United States.	7,225,881	1,745,993	7,670,284	1,830,147
British East Indies. . . .	1,038,998	515,570	849,461	441,268
<i>Wood and Timber, Sawn, Soft—</i>				
	Loads		Loads	
Total imports.	1,147,821	5,674,799	1,549,809	7,382,709
Canada.	76,827	491,209	85,534	479,803
Sweden.	235,483	1,131,516	278,517	1,357,859
United States.	95,708	878,485	94,009	783,782
Poland, including Dantzic	209,174	853,235	439,927	1,860,042
<i>Wood Pulp, Mechanical, Wet—</i>				
	Tons		Tons	
Total imports.	337,285	1,373,831	362,479	1,422,613
Canada.	34,267	149,025	31,483	132,363
Norway.	247,520	1,001,426	241,454	945,463
Sweden.	48,954	197,193	66,922	260,508

INQUIRY FOR CANADIAN HAY IN ENGLAND

Mr. Harrison Watson, Canadian Trade Commissioner in London, writes as follows on July 12:—

Haymaking in England started very late, and has been further checked by unfavourable weather. In some districts practically none had been cut up to the end of June. The average yield per acre of seeds hay was forecasted on July 1 at 23½ cwt., or 5 cwt. per acre under average, while meadow hay is not expected to yield more than 16½ cwt. per acre, or 4½ cwt. under average.

Crops are relatively better in the North and in Wales than in other parts of the country, but even there yields will be about 10 per cent below average.

Notification has been received from an important London firm of hay importers and distributors that, with continuation of stormy weather, there are indications that imported hay will be required. Under the circumstances the London firm state that they would be glad to be placed in connection with responsible and experienced Canadian shippers of hay who are in a position to supply the mixture of clover and timothy which alone is saleable in this country.

Prospects depend entirely upon the price at which Canadian shippers can lay down supplies in the various British ports; and it should again be emphasized that no hay should be shipped except under definite instructions from reliable importers in this country. The name of this particular importer is obtainable from the Department of Trade and Commerce, Ottawa; and quotations are always required per ton (2,240 pounds) c.i.f. British ports.

CROP PROSPECTS IN ENGLAND AND WALES UNCERTAIN

TRADE COMMISSIONER HARRISON WATSON

London, July 12, 1927.—The Ministry of Agriculture have just issued what is really their first important bulletin regarding the crop prospects for 1927.

The opinions expressed in the report are based upon conditions as they stood on July 1. The situation at that time was that pretty general deficiencies which had resulted from the continued duration of cold and dry weather earlier in the year had been to some extent overcome by satisfactory rains. In order to secure a continuation of this improvement, a period of warm and sunny weather was needed from the beginning of July onwards.

During the last ten days, however, conditions have been very unsettled and there has been more rain than sunshine.

Bad weather has certainly interfered with the garnering of a light hay crop. Most of the cereal crops have now reached a somewhat critical period, and while the present outlook points to the cereal yield being a little below the average, everything depends upon the arrival of the belated warm conditions which are essential for a satisfactory harvest.

CEREALS

Crops are generally backward, and straw is likely to be short this season.

Wheat is generally healthy, and while an average yield is expected in some districts, the crop will be short in many sections.

Winter barley and early-sown spring barley promise fairly well, but the later sowings are often thin and rather a poor colour.

Prospects for the oat crop are very similar, and it is estimated that the yield of both will be 5 per cent below the average.

Beans are healthy and vigorous, and promise to be the best crop of the year. Peas have improved considerably owing to recent rains, but early varieties suffered from late frosts and will only give light yields.

POTATOES

While early potatoes are now being lifted, it is somewhat premature to predict what will be the result of the main crop.

Potatoes are backward in most districts, but present appearance suggests an average yield.

REVIEW OF AUSTRALIAN TRADE, 1925-26

TRADE COMMISSIONER D. H. ROSS

IV

[Former reports in this series have appeared in the last three issues. The section in No. 1223 included a general review of Australian trade, with statistics of the overseas trade of the different states, comparison of the free with dutiable imports, Australian imports and exports from British and foreign countries, and a general comparison of the trade of Canada and Australia. The section in No. 1224 dealt with Australian trade with the United States, and the first of the part entitled "Importations of Interest to Canada", giving details of the imports of Canadian agricultural implements and machinery, and of the production and exports of Australian agricultural implement factories. In No. 1225 imports of motor vehicles, furniture, musical instruments, and timber were dealt with.]

IMPORTS OF MACHINERY, METAL MANUFACTURES, HARDWARE, ETC., FROM CANADA

The annexed schedule covering lines of metal and other manufactures imported from Canada into Australia in 1924-25 and 1925-26 is submitted for

the information of manufacturers and exporters. The items illustrate the variety in the output of Canadian industries engaged in the manufacture of machinery, electrical goods, and metal work.

A comparative statement of the importations from Canada for the two fiscal years is appended thus:—

	1924-25	1925-26
Batteries, storage.. . . .	—	£ 1,738
Carbon manufactures.. . . .	£ 542	167
Dynamo electrical machines.. . . .	6,880	8,195
Electrical fittings.. . . .	498	1,380
cooking and heating appliances.. . . .	3,597	5,259
lamps.. . . .	55	521
recording instruments.. . . .	512	12,096
regulating apparatus.. . . .	2,818	2,126
static transformers.. . . .	908	1,886
telephones.. . . .	152	354
switchboards.. . . .	279	3
vacuum tubes.. . . .	2,251	1,425
appliances, n.e.i.. . . .	11,031	7,646
Drilling and grinding machines.. . . .	436	307
Presses.. . . .	—	367
Other metal-working machinery.. . . .	283	2,673
Motive power machinery, n.e.i.. . . .	21,323	42,359
Printing machinery.. . . .	—	8
Pumps, hand.. . . .	2,913	4,302
other.. . . .	7,987	1
Roller bearings.. . . .	4,539	3,059
Sewing machines.. . . .	93	1,703
Knitting machines.. . . .	1,114	9,201
Textile machines, other.. . . .	693	157
Tools, pneumatic.. . . .	—	231
Woodworking machinery.. . . .	3,784	378
Machinery, n.e.i.. . . .	9,768	7,757
Alloys.. . . .	501	203
Aluminium blocks, sheets, etc.. . . .	630	680
cooking utensils.. . . .	—	132
Antimony.. . . .	137	50
Bolts and nuts.. . . .	6,981	6,833
Screws, with nuts.. . . .	146	432
Brasswork, etc.. . . .	2,233	2,722
Capsules, metallic.. . . .	133	—
Chain metal.. . . .	2,463	2,221
Cordage, metal.. . . .	4,983	1,597
Gas meters.. . . .	72	172
Hinges.. . . .	212	21
Iron and steel, bar, rod, etc.. . . .	1,999	1,741
wire, barbed.. . . .	1,813	—
wire, other.. . . .	31,704	35,912
Irons, smoothing.. . . .	2,036	898
Lamps and lampware.. . . .	25,624	19,278
Locks.. . . .	174	186
Malleable iron castings.. . . .	2,874	3,322
Nails, horseshoe.. . . .	141	785
Nails, other, and tacks.. . . .	5,318	4,418
Pipes and tubes, n.e.i.. . . .	175	2,817
iron.. . . .	33,916	52,945
Water bore-casing.. . . .	1,059	3,244
Cutlery.. . . .	32,169	38,597
Tools of trade.. . . .	7,848	7,046
Metal manufactures, n.e.i.. . . .	19,743	115,369

AUSTRALIAN IMPORTATION OF ENGINES AND LOCOMOTIVES

While there has been considerable expansion in the manufacture of engines in Australia by increased plants of old-established engineering firms, and the recent completion of branch plants of British companies, yet the importations of special types of engines continue in large volume. The trade is (as elsewhere) divided under three general headings: steam, oil, and gasolene engines.

The imports of engines in the two years, according to classification, are shown thus:—

	1924-25	1925-26	+ Increase — Decrease
Aeroplane, imported separately.. .. £	2,460	£ 11,977	+ £ 9,517
Fire.. . . .	28,745	14,271	— 14,474
Gas.. . . .	41,219	48,862	+ 7,643
Diesel-type.. . . .	19,843	23,909	+ 4,066
Kerosene and petrol.. . . .	260,888	232,780	— 28,108
Locomotives.. . . .	114,959	465,802	+ 350,843
Motor car, imported separately.. . .	79,984	93,321	+ 13,337
Motor cycle, imported separately.. . .	24,371	20,371	— 4,000
Steam turbines.. . . .	40,561	54,813	+ 14,252
Steam engines, other.. . . .	61,079	69,915	+ 8,836
Tractors—			
Cable type.. . . .	35,135	21,193	— 13,942
Caterpillar type.. . . .	152,000	110,097	— 41,903
Road-rollers.. . . .	76,522	60,926	— 15,596
Other, steam.. . . .	13,057	32,478	+ 19,421
Other, not steam.. . . .	680,456	684,628	+ 4,172
All other engines.. . . .	29,446	58,981	+ 29,535
	£1,660,725	£2,004,324	+ £363,599

IMPORTS OF ENGINES FROM THE UNITED KINGDOM, UNITED STATES, AND CANADA

The principal sources of supply of the engines imported into Australia in 1925-26 were the United Kingdom and the United States, the imports from which, together with the limited extent Canada participated in the trade, are submitted thus:—

Engines	From United Kingdom	From United States	From Canada
Aeroplane.. . . . £	11,907	.....	.....
Fire.. . . .	5,788	£ 8,483	.....
Gas.. . . .	43,593	5,236	.....
Diesel-type.. . . .	20,275	.....	.....
Kerosene and petrol.. . . .	142,165	75,503	£ 7,222
Locomotives.. . . .	462,176	2,997	.....
Motor car.. . . .	32,696	43,393	11,644
Motor cycle.. . . .	11,572	6,135	2,442
Turbines.. . . .	53,952	.....	.....
Other steam.. . . .	61,291	2,472	.....
Road-rollers.. . . .	54,610	4,693	615
Tractors—			
Cable type.. . . .	4,643	16,152	.....
Caterpillar.. . . .	1,519	108,388	.....
Steam.. . . .	13,174	19,304	.....
Other.. . . .	79,480	581,282	4,194
Other engines.. . . .	46,802	10,923	859
	£1,045,648	£883,961	£26,988

TOTAL IMPORTATIONS OF FISH INTO AUSTRALIA

The figures relating to the extent and value of the imports of fish into Australia for the year 1925-26, with those of the previous year, are recapitulated thus:—

	1924-25		1925-26	
	Pounds	£	Pounds	£
Fresh, or preserved by cold process.. . . .	7,213,758	197,690	7,823,784	205,163
Potted, concentrated and caviare.. . . .	—	110,347	—	130,969
Preserved in tins or other air-tight vessels.. . . .	25,341,422	1,120,428	25,561,258	1,164,223
Smoked or dried (not salted)	534,675	21,293	404,222	17,090
	Cwt.	£	Cwt.	£
Unspecified fish, n.e.i.. . . .	9,041	30,538	7,753	27,989
Oysters in the shell (from New Zealand).. . . .	1,646	1,222	2,899	2,228
Total values 1924-25 & 1925-26		£1,481,518		£1,547,662
Total value 1925-26.. . . .		£1,547,662		
Increase of imports in 1925-26		£ 66,144		

IMPORTS OF FISH FROM CANADA

To illustrate the trend of the Australian importations from Canada in 1924-25 as compared with 1925-26, the following table has been compiled:—

	1924-25	1925-26	+ Increase — Decrease
Fish, fresh or cold process.. . .	£ 2,319	£ 3,298	+ £ 979
Fish, preserved in tins.. . . .	306,339	407,488	+ 101,149
Fish, smoked or dried.. . . .	9	123	+ 114
Fish, unspecified.. . . .	2,646	2,549	— 97
	£311,313	£413,458	+ £102,145

AUSTRALIAN IMPORTS OF CANNED FISH

The extent and values of the Australian importations of canned fish in 1924-25 and 1925-26 are, for general information, submitted herewith:—

Country of Origin	1924-25		1925-26	
	Quantity Pounds	Value £	Quantity Pounds	Value £
United Kingdom.. . . .	5,306,473	129,686	5,524,865	145,978
Canada.. . . .	7,819,609	306,339	9,520,806	407,488
New Zealand.. . . .	149,472	16,149	140,257	21,121
South African Union.. . .	56,264	3,554	115,854	8,447
Alaska.. . . .	2,688,255	146,317	1,859,888	110,279
China.. . . .	139,703	10,002	144,846	10,602
France.. . . .	17,253	2,320	19,250	2,433
Italy.. . . .	47,317	2,819	39,665	2,702
Japan.. . . .	165,379	15,138	254,643	24,133
Netherlands.. . . .	6,513	343	10,270	673
Norway.. . . .	4,894,813	295,603	3,028,198	165,369
Portugal.. . . .	94,522	9,954	90,481	8,902
Russia.. . . .	23,634	1,652	87,281	5,514
Spain.. . . .	6,939	305	11,883	768
Sweden.. . . .	34,774	2,258	26,642	1,629
United States.. . . .	3,879,711	176,968	4,683,644	248,046
Other countries.. . . .	6,009	639	2,785	149
	25,341,422	£1,120,428	25,561,258	£1,164,223

In 1925-26 the imports of canned fish from the United States and Alaska combined were 6,543,532 pounds valued at £358,322, as compared with 9,520,806 pounds valued at £407,488 from Canada.

AUSTRALIAN IMPORTS OF FOODSTUFFS, CEREALS, ETC., FROM CANADA

In normal years Australia exports large quantities of food products, competing in some leading lines with Canada in the world's market, hence, except under unfavourable climatic conditions, the importation of primary products (common to both countries) is unlikely to show any expansion.

In 1925-26, through a domestic shortage and—to some extent—to the action of this office, Canadian oats to the value of £28,241 were landed at Australian ports. There were some comparatively small imports in the same period of confectionery, cocoa paste, preserved fruits, whisky, etc.

The embargo on the importation of apples from all countries terminated a growing export trade from British Columbia to Australia. Despite recurrent representations to remove this disability, so far as Canadian fruit is concerned, the Commonwealth quarantine authorities remain adamant.

AUSTRALIAN IMPORTS OF MEDICINES, DRUGS, ETC.

Australian imports of proprietary and other medicines (exclusive of drugs, chemicals, acids, etc.) in 1925-26 are given at £251,535, of which the United Kingdom is credited with £180,271, the United States with £54,956, and Canada with £1,070. The total increase of imports from all countries over those of the previous year was £5,321.

The principal items of importations from Canada in 1925-26 were: medicines (£1,070), crude drugs (£729), serums (£541), ethers (£499), chemicals n.e.i. (£358), chemical oils (£262), and sundry small lines of druggists' goods (£367).

HEAVY COMMERCIAL CHEMICALS

The importation of commercial chemicals from Canada into Australia indicated an encouraging trade in cyanide of potassium (£5,285), while naphtha (£5,767), acetone (£655), and acids (£298) were included in the trade returns.

AUSTRALIAN IMPORTS OF FUR APPAREL AND FUR SKINS

The Australian net customs duties on made-up fur apparel are 44 per cent if made in the United Kingdom and 60½ per cent if made in other countries (including Canada). On prepared or dressed fur skins the duties are 16½ per cent and 22 per cent respectively.

Owing to climatic conditions, the models of fur apparel imported from England, France, etc., are unsuitable for the Australian trade, which, combined with heavy importing charges, accounts for the reduction in the value of imports.

The large Australian imports of fur skins from the United Kingdom mainly comprise skins from Canada, Russia, and all parts of the world which are shipped to London in a raw state and dressed there, hence it cannot be determined to what extent Canadian furs enter into the trade of the Commonwealth.

A fair proportion of imported fur apparel is comprised of very cheap goods, with domestic furriers (fully employed in making better goods) find unremunerative.

The importations of dressed skins from France, Belgium, and Germany are chiefly composed of shorn and dyed rabbit skins known to the trade as coney and electric seal. A considerable portion of the imports from the United States is of similarly prepared rabbit skins.

The imports of fur apparel and fur skins for the last two fiscal years are thus tabulated:—

Fur Apparel

Country of Origin	1924-25	1925-26
United Kingdom.. . . .	£ 79,228	£ 31,114
Canada.. . . .	166	417
Austria.. . . .	930	....
China.. . . .	170	846
France.. . . .	4,556	2,549
Germany.. . . .	1,246	4,395
United States.. . . .	1,352	793
All other countries.. . . .	1,570	952
	£ 89,218	£ 41,066

Fur Skins (Dressed or Prepared)

Country of Origin	1924-25	1925-26
United Kingdom.. . . .	£ 82,805	£119,914
Canada.. . . .	2,226	2,112
Belgium.. . . .	10,238	8,442
China.. . . .	6,727	14,613
France.. . . .	84,735	76,334
Germany.. . . .	11,171	10,406
Italy.. . . .	4,450	1,510
Russia.. . . .	8,508	7,488
United States.. . . .	88,420	41,865
All other countries.. . . .	5,657	2,647
	£304,937	£285,331

AUSTRALIAN IMPORTS OF CANADIAN DRY GOODS, TEXTILES, ETC.

As in other countries, the Australian dry goods (drapery) trade is essentially seasonal, and as a consequence timely deliveries are of necessity demanded by wholesale and retail importers. Alteration in fashion materially affects the

demand for certain lines of goods, while the much larger and more varied output of Australian manufactures of woollen and knitted goods, hosiery, etc. (upon which there are high customs duties), has substantially curtailed the importation of these lines.

The chief items of Canadian dry goods imported into Australia in 1925-26 were comprised in corsets (£14,525), gloves (£25,765), hosiery (£904), other apparel (£10,644), textiles (£12,781), canvas and duck (£4,481), cotton piece goods (£2,869), leather cloth (£3,385), hair cloth (£333), felts (£4,606), sewing cottons (£563), fancy goods (£1,250), toys (£2,000), and quite a varied number of articles of less value.

CANADA'S TRADE WITH THE MIDDLE EAST

TRADE COMMISSIONER R. S. O'MEARA

Ottawa, July 20, 1927.—The condensed Preliminary Report of the Dominion Bureau of Statistics just issued, containing trade returns for the fiscal year ending March 31, 1927, indicates satisfactory progress in exports in the Middle East—progress which reflects not only a general prosperity in that area but also an increased interest on the part of Canadian manufacturers in the territory covered by the Batavia office.

Reference to these returns must indicate to some extent the general conditions in the area during the year, which were favourable, and which in their turn marked an improvement over the preceding twelve months.

NETHERLANDS EAST INDIES

Both import and export trade were steady. There was no trade boom and competition was so keen that profits on imported goods were cut to the barest margin, particularly on staple lines. Unsettled conditions in Europe had a bad effect on trade, causing as they did uncertainty in delivery, which acts as a clog on buying. The prolonged trouble in China was reflected in a general uneasiness, and with scattered but serious local Communist risings, conditions in Java during the latter part of 1926 were not particularly good. If the total of all imports into the Netherlands East Indies for the year show a gain over those for the preceding twelve months, it will be in the main the outer possessions which have contributed to the increase. Here the extraordinarily high prices prevailing for rubber in 1925 were reflected for part of the year under review by an increased native buying power, which created a record exceeding all expectations.

Ordinarily the barometer of import trade in Eastern countries, the piece goods market, suffered severe depression towards the end of the year. This could not be ascribed to local conditions, American crop reports indicating a surplus of production over consumption. A slump in prices and a natural refusal of importers to buy on a falling market brought trade almost to a standstill.

Crop Situation.—The general crop situation was satisfactory during the year, and largely increased exports of rice would indicate that the local demand was more nearly met by local production than during the previous year. There was no serious drought to contend with during 1926.

Sugar production showed a decrease of some 300,000 tons compared with 1925, but it is expected that the final figures for 1926 will show an increase in production of both estate and native rubber. Preliminary figures indicated a decrease in the production of estate coffee, but tea production, on the other hand, is expected to exceed that of 1925. The pepper market, always speculative, shows for black pepper a price fluctuation from 105fl.* per picul of 136

* Florin=40 cents Canadian (approximately).

pounds in December, 1925, which then constituted a high record, to 36fl. in August, 1926, with recovery at the end of the year from 63fl. to 71fl. This is not an indication of the crop, however. No export commodity lends itself better to speculation than does pepper, for it is difficult at any time to estimate production, and growing is spasmodic according to the condition of other crops. The areas planted are so scattered and isolated that it is only as supplies come in from time to time that the market can be gauged at all.

STRAITS SETTLEMENTS AND FEDERATED MALAY STATES

Essentially dependent for its prosperity on the price of rubber, the buying power in the Singapore area naturally reacted to the slump in this commodity—a decline which started in December, 1925, in anticipation of a return to unrestricted production and which continued through the year. This drop naturally affected the amount of money available locally and was reflected in slow turnovers and small stocks. However, the extraordinarily high prices of the previous year were abnormal, and the changed situation does not indicate depression as much as it does a return to a more normal state of affairs, which must have been foreseen and to some extent provided for. The optimistic outlook at the beginning of 1927 was accentuated by the prosperity of the tin industry.

As in Java, the piece goods market was affected by a drop in cotton prices and competition on favourable exchange from Japan, but distinct improvement in the general import situation was felt about November.

CANADA'S SHARE IN IMPORT TRADE

Detailed returns covering all imports for 1926 as compiled by the Governments of the Netherlands East Indies and British Malaya are not yet available. However, Canadian progress may be judged by examination of preliminary report for the Dominion for the fiscal year ending March 31, 1927.

NETHERLANDS EAST INDIES

Under Canadian imports in these returns the main headings total sixteen, and definite progress can be reported under twelve of these groups.

Canadian Exports to the Netherlands East Indies for fiscal year ending March 31

	1926	1927
Flour of wheat	Brl.	1,079
	\$	6,297
Alcoholic beverages	\$	301
Rubber and manufactures of	\$ 664,482	876,288
Fish, canned	\$ 38,406	61,385
Meats	\$	1,248
Cotton duck	Yd. 17,055	427
	\$ 9,961	188
Paper and manufactures of	\$ 1,715	3,240
Books and printed matter	\$ 1,037	3,784
Hardware and cutlery	\$ 4,740	4,727
Automobiles	No. 4,000	5,517
	\$ 2,866,166	2,364,628
Automobile parts	\$ 259,704	203,827
Furniture of metal	\$	46
Scales	\$ 4,784	8,674
Aluminium and manufactures of	\$ 3,984	49,094
Soda and compounds	Cwt. 2,200	5,500
	\$ 16,170	37,632
All other articles	\$ 10,748	30,152
Total exports (Canadian)	\$ 3,881,957	3,651,511

It will be observed that while the total of Canadian exports has fallen in value as compared with 1926, the decrease is more than accounted for by the fall in value under automobile groups, although the actual number of cars exported increased from 4,000 in 1926 to 5,517 in the year under review.

Under "rubber and manufactures" perhaps \$50,000 of the total is accounted for by sales of rubber shoes, which for the European and better-class trade are showing a satisfactory increase. In the very cheap grades, both in Java and in the Straits, Canada has as yet been unable to meet local competition.

In canned fish a market was opened and consolidated for Canadian "sardines", but canned salmon still accounts for a good share of the total under this heading. In "meats" Canadian-canned lines are now selling for the first time in Java, and Canadian hams are being popularized against Australian and other brands. Under paper increased sales are noted chiefly in bond, while the advance under aluminium and manufactures reflects a growing interest in Canada as a source for latex cups and coagulating pans for use on the rubber estates. Under "all other articles" are grouped a number of lines in which the sales may have been small, but in which real progress can be reported. These include under soft goods—bathing suits, hosiery, and underwear—toys and novelties, milk powder, and calcium carbide.

STRAITS SETTLEMENTS

As in the Netherlands East Indies, a marked decrease is noted in value under automobiles, and for the Straits Settlements the number of both freight and passenger automobiles exported from Canada has fallen considerably as compared with the purchases during the very prosperous year of 1926. In general, however, the position is satisfactory and shows an increase of Canadian exports under eight of the eleven main headings noted in the statement below.

Principal Canadian Exports to the Straits Settlements, fiscal years 1926 and 1927

	1926	1927
Total of all exports from Canada	\$ 3,568,498	2,460,430
Rubber belting	Lb. 19,946	20,286
	\$ 13,218	8,121
Rubber boots and shoes	Pair 4,384	39,288
	\$ 3,868	29,117
Rubber tires	\$ 517,538	651,391
Salmon, canned	Cwt. 11,711	10,619
	\$ 105,839	103,687
Shooks	\$	26,934
Iron pipe and tubing	\$ 10,517	16,978
Automobiles, freight	No. 1,285	999
	\$ 434,942	358,886
Automobiles, passenger	No. 5,416	2,188
	\$ 2,064,080	829,046
Automobile parts	\$ 297,907	264,296
Electrical apparatus	\$ 23,052	23,216
All other articles	\$ 68,701	116,532

EXPORTS TO CANADA

NETHERLANDS EAST INDIES

According to Canadian returns, exports from the Dutch East Indies, mostly Java produce, show a decrease for the fiscal year ending March 31, 1927, the figures being \$857,439 for the year under review, as compared with \$1,729,283 for the preceding twelve months. The difference is more than accounted for by the drop in value of exports of crude rubber. Increases are noted under the headings of nuts (ground nuts) and tapioca. Under the three other main headings—coffee, spices, and tea—slight decreases are found as compared with the previous year.

STRAITS SETTLEMENTS

Here also a considerable decrease in total value of exports to Canada can in the main be traced to the drop in value of rubber. The total was \$2,756,817 for 1927, as compared with \$4,674,388 for fiscal year 1926. The main headings include crude rubber, tin in blocks, canned pineapples, and tapioca and spices.

Of all East Indian produce which finds its way to Canada, it is difficult to estimate just what portion is imported direct from the sources of supply.

There is no doubt that sales through middlemen in the United States, and to a lesser extent through middlemen in Great Britain, must account for a large percentage of this tropical produce consumed in Canada, particularly under rubber, tapioca, kapok, and paper. Of rubber perhaps not more than 10 per cent of the total supplies are imported direct. Thus the figures published do not really indicate the volume of trade, nor the possibilities of increased return purchases in exchange for what the Dominion is selling in the Middle East.

CZECHOSLOVAKIA AS A MARKET FOR CANADIAN GOODS

TRADE COMMISSIONER L. D. WILGRESS

[Former reports in this series were published in No. 1219 (Flour), No. 1222 (Provisions), and No. 1223 (Motor Vehicles).]

Hamburg, June 14, 1927.—The conclusion of the Canadian-Czechoslovakian Trade Agreement of December 20, 1926, has directed the attention of Canadians to the possibilities for trading with the Czechoslovakian market. It may be of interest, therefore, to set forth the more pertinent facts with respect to this market.

CHIEF CONSIDERATIONS

The two most important facts to be remembered when considering the opportunities for trade with the Republic of Czechoslovakia are: (1) that it is an inland country and (2) that it is one of the most self-supporting countries of Europe. The former factor is neutralized to a certain extent by the excellent system of waterways provided by the river Elbe, which gives cheap access to the port of Hamburg, the chief gateway to Czechoslovakia from the countries bordering the Atlantic ocean. The self-sufficiency of Czechoslovakia reduces the openings for export to that country.

Czechoslovakia possesses many important manufacturing industries, including within its boundaries over 75 per cent of the manufacturing industries of the former Austro-Hungarian Empire. It is also rich in coal and other minerals, has abundant supplies of forest wealth, and extensive tracts of agricultural land. The republic is independent of foreign countries for the bulk of its requirements of foodstuffs, only having to import in any quantity bread grains, edible fats, and such colonial products as coffee and tea. The import trade of Czechoslovakia therefore is chiefly comprised of these foodstuffs, raw materials for manufacturing industries, and a few finished products not produced in sufficient quantity within the republic. The principal exports are sugar, textiles, glassware, lumber, earthenware, paper, iron products, and coal.

AREA AND POPULATION

The Republic of Czechoslovakia has a total area of 54,198 square miles, which is only slightly greater than the combined area of the three Maritime Provinces of Canada. In shape it is long and narrow, extending for over 600 miles from its western to its eastern extremity. The republic embraces the former Austrian Crown lands of Bohemia, Moravia, and Silesia, and a large part of former northern Hungary, inhabited mostly by Slovaks and Ruthenians, and now known as Slovakia and Sub-Carpathian Russia.

According to the census taken on February 21, 1921, the total population of Czechoslovakia was 13,613,172. The following table shows the area and population of the chief geographical divisions of the country:—

	Area in Square Miles	Population
Bohemia	20,102	6,670,582
Moravia	8,616	2,662,884
Silesia	1,708	672,268
Slovakia	18,887	3,000,870
Sub-Carpathian Russia.....	4,885	606,568
	54,198	13,613,172

The density of population in 1921 was 251 to the square mile. The population is unevenly distributed. The chief industrial centres are located in Bohemia, Moravia, and Silesia, and parts of these provinces rank among the most thickly populated districts of Europe, while some of the mountainous sections of Slovakia and Sub-Carpathian Russia are sparsely settled.

The bulk of the population of Czechoslovakia is comprised of Czechs and Slovaks, who together in 1921 numbered 8,760,937 persons, or 65½ per cent of the total population. There were also 461,849 persons of Russian race and 75,853 Poles. Of the non-Slavs, the most important minority race in Czechoslovakia is the German. According to the census of 1921, there were 3,123,568 Germans in the republic. They are mostly located in the mountainous districts along the western and northern borders of Bohemia, in the northern sections of Moravia, in the city of Brno (Brünn), and in a narrow strip along the southern border of Bohemia and Moravia. The remaining districts of Bohemia and Moravia are almost exclusively inhabited by Czechs. Silesia has a very mixed population of Czechs, Germans, and Poles. In Slovakia the bulk of the population is comprised of Slovaks, with Magyars forming a minority of about one-fifth of the total population. Two-thirds of the population of Sub-Carpathian Russia are Ruthenians of the Russian race. The Jews in Czechoslovakia number 180,855 and are chiefly located in the cities.

LANGUAGE AND RELIGION

Czech is the language most widely used in the republic. Slovak is closely related to the Czech and is chiefly spoken in Slovakia. In Northern and Western Bohemia the people mostly speak German. In corresponding with firms in Czechoslovakia it is often more advisable to use English or French, if any doubt exists as to the mother tongue of the recipient, but letters written in German should be replied to in that language.

The majority of the population of Czechoslovakia are Roman Catholics, the number of adherents of this religion in 1921 being 10,384,833, while Protestants numbered less than a million.

CENTRAL LOCATION

Czechoslovakia has a very central location with convenient access to other European countries. On the north and west the republic borders on Germany, on the south the boundary is contiguous with that of Austria, Hungary, and Roumania, and on the northeast with that of Poland. The river Elbe affords easy communication with Germany and the North sea and the Danube with the countries of southeast Europe, while the pass of the river Oder in Silesia gives an outlet to Eastern Germany, Poland, Russia, and the Baltic. On three sides Czechoslovakia is surrounded by states which are mainly agricultural, and hence large purchasers of the manufactured goods which Czechoslovakia produces.

TRADE ROUTES

The bulk of the trade between Czechoslovakia and the countries bordering the Atlantic ocean passes through the Free Port of Hamburg, where special warehouse facilities have been granted to Czechoslovakia. The river Elbe rises in Northern Bohemia and is navigable throughout practically its whole length. Barges of 1,000 tons capacity, towed by steam tugs, navigate the river from Hamburg as far as Usti (Aussig), while merchandise can be transported in barges of 750 tons capacity up to Prague, which is situated on the Vltava (Moldau), a tributary of the Elbe. In 1925 a total of 1,603 vessels with a capacity of 1,086,583 tons navigated the Elbe from Hamburg to Czechoslovakia and in the reverse direction there were 1,615 vessels of a capacity of 1,146,574 tons. Most of this traffic is carried by a Czechoslovak company.

Silesia is connected with the Baltic by the river Oder, and Swedish ore for the Silesian iron works is transported by way of the river almost as far as the Czechoslovak frontier.

Czechoslovakia has been devoting a lot of attention to the development of navigation on the Danube. Considerable sums have been spent for improving the port of Bratislava, the principal Czechoslovak port on the river. In 1925 a total of 833,882 tons of freight were loaded or unloaded at Czechoslovak ports on the Danube. Bratislava is chiefly important as an outlet for exports from Czechoslovakia to the Balkan countries.

It is estimated that about 17 per cent of the total weight of imports into Czechoslovakia and 13 per cent of the total weight of exports are transported by water, of which the greater part would be comprised of the water-borne traffic on the river Elbe.

Another important trade route to and from Czechoslovakia is through the port of Trieste, and the bulk of the trade of the republic with the Mediterranean countries, East Africa, the Far East, and Australasia passes through this port. Special railway rates apply to Czechoslovak goods in transit through Austria and Italy when consigned to Trieste. These rates are met by the German railways in connection with the traffic to German ports in order to hold the Czechoslovak traffic, so that Czechoslovakia enjoys favourable railway rates for its export trade which diminishes the handicap of its inland situation.

The distance by rail from Trieste to the southern frontier of Moravia is approximately 428 miles, while the distance from Hamburg to the German-Czechoslovak frontier at Podmokly-Decin (Bodenbach-Tetschen) is about 365 miles. Most of the industries of Czechoslovakia and the chief consuming centres are located in the northwestern part of the country and are therefore considerably nearer to Hamburg than to Trieste.

RAILWAYS

Czechoslovakia is well supplied with railway facilities. The total mileage is 8,522, while there are 4,453 locomotives, 8,222 passenger cars, and 113,749 freight cars. The greater part of the railway lines are state-owned and operated under the management of the Czechoslovak State Railways, the system of which extends over all parts of the country. There are a number of private lines, but most of these are being gradually absorbed into the state system. Electrification of certain lines radiating from Prague has already been undertaken and the first part of the program should shortly be completed.

When the Republic of Czechoslovakia was formed in 1918 most of the railway lines, particularly in the southern districts, were based on Vienna or Budapest and there were few facilities for traffic between the west and east of the republic. This deficiency is being gradually made good by the construction of new lines and the double-tracking and strengthening of what were formerly only side lines, but have now become main lines connecting different parts of the country.

CHIEF CENTRES

The chief financial, commercial, and distributing centre of Czechoslovakia is the capital, Prague or Praha, a city with a population estimated in 1921 at 676,476. Prague is situated on the Vltava (Moldau), a tributary of the Elbe, and is surrounded by some of the most fertile districts in the republic. It is an important industrial centre with iron and steel works, textile and machine factories, paper mills, breweries, etc.

The next largest city in the republic is Brno (Brünn), the capital of Moravia, which is a busy manufacturing city and the centre of the woollen industry of Czechoslovakia. There are 300 factories in Brno making cloth, leather, and iron and steel goods. The population in 1921 was estimated at 221,422. Brno is the chief distributing centre for the province of Moravia.

In Slovakia and the eastern part of the republic there are only two distributing centres of importance: Bratislava, on the Danube, with a population of 93,329, and Kosice, in eastern Slovakia, with a population of 52,699.

Silesia is a very thickly settled province with many industries based on the coalfields. The leading centres are Mor.-Ostrava (population 36,750) and Opava (population 30,000).

Besides Prague there are a number of industrial and commercial centres in the province of Bohemia. The next largest in point of population is Plzen (Pilsen), where the famous Skoda steel works and large breweries are located. The population in 1921 was estimated at 88,447. Pilsen is the distributing centre for Western Bohemia.

In Northern Bohemia the important city of Liberec (Reichenberg) is the distributing centre for a busy manufacturing district with cotton and woollen mills and glass factories. Reichenberg with its suburbs has a population of over 70,000, mostly Germans. Jablonec (Gablonz), the centre of the glass trade, is situated near Reichenberg. Another industrial centre of importance in Northern Bohemia is Usti (Aussig) on the river Elbe, while the twin towns of Podmokly-Decin (Bodenbach-Tetschen) on the Elbe near the German border have a busy transshipment trade and a number of factories. The famous resort of Karlovy Vary (Carlsbad) in Western Bohemia has large porcelain factories and is a trade centre of importance.

In Southern Bohemia the chief manufacturing town and distributing centre is Ces. Budejovice (Budweis), with a pre-war population of 45,140. Budweis is noted for its pencil factories and has also a considerable trade in lumber.

The chief distributing centres in Czechoslovakia therefore may be enumerated as follows: Prague, Reichenberg, Pilsen, and Budweis in Bohemia; Brünn in Moravia; and Bratislava and Kosice in Slovakia.

GEOGRAPHICAL FEATURES

The province of Bohemia is a hilly, well-wooded territory, occupying the upper basin of the river Elbe. A large part of the land is suitable for agriculture, the most fertile districts being along the main valley of the Elbe. On the north and west the boundary with Germany follows mountain features, which are clearly defined although not of great altitude, so that the northern and western fringes of Bohemia are mountainous and heavily forested. The river Elbe breaks through the mountain chain in Northern Bohemia.

Beyond the Moravian hills, to the east of Bohemia, lies the hilly province of Moravia, which resembles the former, and is drained by the river Morava, a tributary of the Danube. Silesia lies to the north of Moravia and is fairly mountainous. The range of mountains is here broken by the well-known Moravian Gap, through which flows the river Oder, affording communication with Eastern Germany and Poland.

Slovakia is a long narrow province, extending east from the river Morava, and is comprised chiefly of the south slope of the main Carpathian mountain chain and foothill ranges extending south. In the northern part of the province the Tatra mountains rise to a height of 8,500 feet. The mountain slopes are heavily forested. Level plains are found only near the Danube, Morava, and Tisa rivers, but the valleys and lower hills have a fertile soil. Agriculture and lumbering are the chief occupations of the inhabitants of Slovakia and Sub-Carpathian Russia.

NATURAL RESOURCES

The Republic of Czechoslovakia is rich in natural resources. The presence of coal deposits in conjunction with unrivalled transport facilities have combined to make Bohemia, Moravia, and Silesia industrial areas of great importance. The principal hard coal fields are located in Northern Moravia and Silesia, where the rich Ostrava-Karvin field forms part of the Silesian basin.

Smaller deposits of hard coal are situated in Bohemia; one at Kladno near Prague and another near Pilsen. The chief coal resources of Bohemia, however, are the deposits of brown coal or lignite, which are found in three basins in the northwestern part of the province. These deposits accounted for the great bulk of the pre-war Austro-Hungarian output of lignite. The total production of coal in Czechoslovakia in 1926 amounted to 14,507,576 tons of hard coal and 18,799,278 tons of lignite. Czechoslovakia imports some coal from Germany and Poland, but exports a considerably larger quantity to Austria, Germany, and Hungary.

Iron mines are worked in Bohemia, Moravia, and Silesia, but the output is below the requirements and Swedish ore has to be imported. Among other mineral resources, graphite is mined for the use of the Budweis pencil industry. Semi-precious stones, such as garnets, are found in Bohemia and are utilized in jewellery manufacture. The mineral wealth of Slovakia has been only partly exploited. Gold, silver, copper, lead and rock salt are found in the mountainous districts.

The forests are among the most valuable of the natural resources of Czechoslovakia. There is a considerable export of lumber, pulp, paper, and manufactured wood products. About 11,377,659 acres, or one-third of the total area of the country, are covered with forests. The eastern part of the republic is the most heavily wooded. Forests of coniferous trees account for 53.68 per cent of the forested area, deciduous trees for 30.16 per cent, and mixed forests the remainder. The principal coniferous trees are the pine and spruce, with silver fir and larch in the mixed forests. These comprise most of the forests of Bohemia, Moravia, and Silesia. In Slovakia and Sub-Carpathian Russia beech trees predominate, followed by spruce and pine and then oak. The greater part of the forests of Czechoslovakia are privately owned, many of the former estate owners having retained their forest areas.

AGRICULTURE

Agriculture is highly developed in Czechoslovakia and intensive farming is practised. Co-operation plays a very prominent part. In Bohemia and Moravia the growing of raw materials for the sugar, beer, and spirit industries forms a very important branch of agriculture. In Slovakia cereal crops are chiefly raised, but other branches of agriculture and viticulture are also pursued. In 1925 there were 14,605,000 acres of arable land in the republic, 6,379,000 acres of pasture, and 404,000 acres of gardens and vineyards. The following table shows the areas cultivated with the principal agricultural products in 1926, together with the provisional figures of the yields of the different crops:—

Area and Yield of Principal Crops, 1926

	Cultivated Area Hectares (2,471 acres)	Harvest Metric Tons (2,204 lb.)
Wheat	628,000	929,000
Rye	837,000	1,166,000
Barley	714,000	1,143,000
Oats	847,000	1,380,000
Corn	159,000	265,000
Potatoes	649,000	6,415,000
Sugar beets.....	278,000	6,550,000
Hops	12,000	8,000

The agricultural production of Czechoslovakia is more than sufficient for domestic requirements. There is normally a large surplus available for export of barley, oats, potatoes, and hops, while the agricultural industries produce considerable exportable surpluses of sugar, beer, and alcohol. The bread grains, wheat and rye, and edible animal fats, are the only agricultural products which are required to be imported in any quantity.

The greater part of the soil in Czechoslovakia is of a heavy black character. The most fertile section is the valley of the river Elbe in Bohemia, where sugar beet production is chiefly carried on. In other parts of the country the soil varies from heavy black to clay or sand mixed with marl. Poor soil of the latter character is chiefly found in several counties of southern Bohemia and southwest Moravia. In the mountainous districts of the eastern part of the republic only such crops as rye, oats, and potatoes can be cultivated. The hop districts are in western Bohemia, where a fertile red soil and climatic conditions favour the cultivation of this crop.

According to the last census of live stock in Czechoslovakia, at the end of 1925 there were in the whole republic a total of 740,202 horses, 4,691,320 cattle (of which 2,331,461 were cows), 861,128 sheep, 1,244,701 goats, and 2,539,201 hogs. There were also 1,540,947 geese, 16,037,450 cocks and hens, 96,743 turkeys, and 211,081 ducks.

Agricultural co-operation has been highly developed in Czechoslovakia and the republic is said to rank second only to Denmark in this respect. The farming population has been organized by agricultural councils and corporations based on the voluntary association of interested producers and aided by state and provincial subsidies. Credit organizations were the first co-operative societies formed. These have been established in nearly every village. Later co-operative societies were organized for the sale of produce; for the purchase of machinery, fertilizers, and seeds; for operating creameries, warehouses, mills, distilleries, chicory factories, etc. Co-operation has been most strongly developed among the Czech farmers in Bohemia, Moravia, and Silesia, where there are 3,600 agricultural co-operative societies with 400,000 members. Since the formation of the republic the co-operative principle has also been making great strides in Slovakia and Sub-Carpathian Russia.

Before the war a considerable part of the arable land in what now comprises Czechoslovakia was embodied in large estates. In 1919 a Land Control Act was passed, which expropriated estates of over 375 acres of arable land, or 625 acres of land in general. The process of allotment of the land so expropriated has been proceeded with very slowly in order not to disturb the highly developed organization of agriculture in the republic. By the end of 1925 a total of 1,843,702 acres of arable land had been allotted to small holders, and 381,779 acres remained for distribution.

AGRICULTURAL INDUSTRIES

Of the agricultural industries in Czechoslovakia that of sugar production is by far the most important and ranks as one of the principal industries of the republic. About 92 per cent of the former Austro-Hungarian sugar factories are included in the present boundaries of the republic.

In last season's campaign there had been produced up to the end of March a total of 1,031,106 metric tons as compared with 1,469,855 metric tons in the corresponding period of the 1925-26 season, which was a record production. Of the last season's output, 481,501 metric tons, or about 72 per cent of the total surplus available for export, had been shipped abroad by the end of March, chiefly to the port of Hamburg for transit to other countries—Italy, Great Britain, Austria, and Switzerland. In the previous season 1,086,470 metric tons of sugar were exported. All provinces contribute to the production of sugar, but of the 1925-26 output slightly over half was produced in Bohemia.

Of the other agricultural industries there were 524 breweries in operation last year, the great majority being located in Bohemia. The production of beer amounted to 9,714,199 hectolitres, of which 221,945 hectolitres were exported. Czechoslovakia also has over a thousand spirit distilleries capable of producing more than a million hectolitres of alcohol, molasses from the sugar factories being used as raw material in addition to potatoes.

GERMAN FISH MEAL MARKET

TRADE COMMISSIONER L. D. WILGRESS

Hamburg, July 8, 1927.—The market for fish meal in Germany at present is very quiet and dealers are only covering minimum requirements. The farmers are buying very little fish meal. The prices realized for pigs are low, so that fattening is unremunerative. The present high values of all qualities of fish meal also does not stimulate business in this product.

The stocks of fish meal held by importers are fairly considerable and a large proportion represent contracts closed at prices ranging from £1 to £2 per ton below present values. On the whole, sellers are inclined to grant concessions from present prices, but the probable future course of prices is uncertain.

The following are the present range of prices, c.i.f. Hamburg, paid by importers, dependent upon quality and reputation of shipper:—

Norwegian cod meal—£20 to £22 10s. per 1,000 kg. (2,204 pounds).

Scotch white fish meal—£19 to £20 per long ton (2,240 pounds).

English white fish meal—£18 to £19 10s. per long ton.

North American white fish meal—£18 to £19 10s. per long ton.

Norwegian North Coast herring meal—£16 to £16 10s. per 1,000 kg.

Norwegian West Coast herring meal—£16 to £16 10s. per 1,000 kg.

North Pacific Coast pilchard meal—£16 5s. to £16 10s. per long ton.

During the month of June approximately 2,496½ metric tons of fish meal arrived at the port of Hamburg from Norwegian ports, 762 long tons from ports in the United Kingdom, 300 long tons from Boston, and 101 long tons from Montreal. In addition, 255 long tons of fish guano arrived from British ports, chiefly Glasgow, and 372 long tons of fish guano from India, chiefly Bombay and Karachi.

Of the arrivals from Norway, 905½ metric tons came from Haugesund and Stavanger, ports which ship west coast herring meal; 778 metric tons from Bergen and Aalesund, ports which ship both west coast herring meal and cod meal; 143 metric tons from Bodö, Luroy, and Harstad, ports shipping north coast herring meal; 317 metric tons from Svolvær, Eidsfjord, Brettesnes, and Borkenes, ports which ship both north coast herring meal and cod meal; while the remaining 353 metric tons came from such ports as Vestmannaeyjum, Maloy, Molde, Trondhjem, and Mosjoen, which ship chiefly cod meal.

Of the arrivals from the United Kingdom, 492 long tons came from Grimsby, 122 long tons from Aberdeen, 85 long tons from Norfolk, 34 long tons from London, 20 long tons from Goole, and 9 long tons from Hull.

MARKET IN CHILE FOR SISAL BINDER TWINE

TRADE COMMISSIONER E. L. MCCOLL

Buenos Aires, June 28, 1927.—There is a good demand in Chile for binder twine, all of which is imported. In 1925, the last year for which statistics are available, it amounted to 630 metric tons of 2,205 pounds. At present Dutch and United States manufacturers almost equally divide the business, the former slightly leading. Dutch firms have been obtaining business in competition with many other foreign firms at £54 c.i.f. per ton of 2,240 pounds. Canadian twine is quoted from time to time through New York houses, but apparently with little success from this source. Figures published by the Dominion Bureau of Statistics show exports from Canada to Chile for fiscal year 1925 to have been 164,000 pounds valued at \$17,220, and for 1926, 50,000 valued at \$5,500. No exports appear to have been made during the last fiscal year.

A manufacturer interested in obtaining business in Chile might find it to his advantage, when appointing an agent, to give him the exclusive repre-

sentation for that territory. It is possible that the Canadian firm may hesitate to do this on account of recent inquiries either direct or through United States commission houses during the season. But on the whole it will be found that these inquiries do not lead to dependable or permanent business, some of them being made solely to maintain a check on prices. An exclusive agent should guarantee service, and satisfy the manufacturer that the market is watched and business will be obtained if the product is competitive in price and quality. Dealing through foreign export houses not directly established in Chile may mean that two commissions will have to be paid and this, in the commodity under review, will put the Canadian manufacturer out of the running.

White sisal binder twine, of single strand, slightly oiled, 500 feet per pound and with a breaking strain not less than 100 pounds, is wanted. Prices should be per net weight ton of 2,240 pounds c.i.f. Chilean ports, including consular fees and all charges. Quotations must be calculated to cover the following terms: acceptance of bill at ninety days' sight against documents through a bank payable on maturity by bank draft on Montreal, New York, or London. The ports to which freight rates would be required to be obtained are Talcahuano and Valdivia, as only a very small quantity of twine is brought through Valparaiso.

There are only about six buyers or importers of this article in Chile, the reason being that the business runs into so much money that only the large firms can handle it. These firms generally have to allow the farmers long credits, hence in several instances they themselves ask the manufacturers to give them up to six months for payment of the bill. However, for any credit over and above the ninety days on which the price is based interest is added at 6 per cent per annum. The usual importers are firms of old standing and large capital, and any bills drawn on them can be readily discounted. The customs duties on sisal in Chile amount to about 80 per cent of the c.i.f. value, but are for account of the importers, the exporter having nothing to do with this matter. These duties have to be paid cash down; hence a firm which imports, say, 200 tons of sisal has to accept a bill for approximately £11,500 and at the same time pay cash down in duties something like £9,000, added to which he gives up six months' credit to the farmers. It is this immediate large disbursement for duties which forces them to seek maximum credit terms from the manufacturers. However, the importers are sound British, American, and German firms, and drafts on them can be readily negotiated by the shippers. Sales are made in Chile from June to September for shipments during July to October.

In order that the Canadian manufacturers may be able to judge the possibilities of competing in this market with Dutch, and even Belgian sisal, they can take as a basis of price for export from Europe in July-August the price of £54 per 2,240 pounds, which covers ninety days' acceptance and a return remittance on London at ninety days' sight.

Steamship companies operating between New York and Chile include the Pacific Steam Navigation Company and the Grace Line, and from Vancouver the General Steamship Corporation of San Francisco.

IMPORTS OF BINDER TWINE INTO CHILE FOR THE YEAR 1925

Ports of Entry	Kg.	Countries of Origin	Kg.
Chañaral.. . . .	65	Germany	2,135
Coquimbo.. . . .	3,402	Belgium	20,669
Valparaiso	7,892	Cuba	30,479
Talcahuano	395,828	United States	247,439
Coronel.	500	Great Britain	1,924
Valdivia.. . . .	219,609	Holland	324,117
P. Montt	280	Italy	3,055
P. Arenas.. . . .	2,242		
	629,818		629,818

TRADE OF ST. VINCENT IN 1926

ASSISTANT TRADE COMMISSIONER R. T. YOUNG

Port of Spain, Trinidad, July 7, 1927.—According to the report for the year ending December 31, 1926, recently issued by the Colonial Treasurer of St. Vincent the following trade statistics are made available.

The total value of imports for the year ended December 31, 1926, amounted to £203,606 (£1 = \$4.80) as compared to £211,907 in 1925, being a decrease of £8,301. The countries of origin and values of imports for 1925 and 1926 were as follows:—

	1925	1926
United Kingdom	£ 75,914	£ 67,425
Canada	46,108	45,373
British West Indies	15,180	10,896
India	646	3,476
Newfoundland	2,851	6,071
Other British colonies	7,271	3,816
United States of America	46,302	46,737
France	1,736	2,845
Germany	1,505	1,875
Unclassified including parcel post	8,682	10,089
Total	£211,907	£203,606

During 1926 imports under the classification of food, drink, and tobacco amounted to £71,423 as compared to £68,717 in 1925; raw materials and articles mainly manufactured, £19,402 in 1926 as against £19,547 in 1925; articles wholly or mainly manufactured, £102,521 in 1926 as against £114,777 in 1925; and unclassified, £10,260 in 1926 as against £8,866 in 1925.

The principal items of food and drink imported during 1925 and 1926 were as follows:—

	1925	1926
	Lbs.	Lbs.
Bread, biscuits and cakes	128,763	165,184
Butter	43,413	44,593
Oleomargarine	9,419	12,138
Cheese	9,179	10,447
Coffee	20,853	22,328
Fish, dried and pickled	442,727	645,380
Rice	689,924	683,260
Flour, wheaten	2,323,548	2,417,527
Cornmeal	55,172	66,862
Lard and lard substitutes	28,335	36,727
Meat, salted or pickled	70,130	53,010
Bacon and hams	3,698	12,986
Salt, coarse	818,629	737,700
Sugar	843,111	1,007,837
Tea	5,398	4,720
	Gals.	Gals.
Beer and ale	2,591	4,180
Spirits—		
Gin	374	286
Rum	1,206	1,626
Whiskey (in bottles)	477	451
Wines, all kinds	1,096	758

The total value of exports was £162,909 as compared with £232,432, or £69,523 less than in the previous year. The decrease is mainly attributed to the serious decline in the marketable export values of arrowroot and syrup, the two principal products of the island.

IMPORT TRADE OF THE NETHERLANDS WITH CANADA

TRADE COMMISSIONER A. B. MUDDIMAN

Rotterdam, July 13, 1927.—For the fiscal year ending March, 1926, the Netherlands, according to the figures of the Dominion Bureau of Statistics, was Canada's sixth best customer. For the fiscal year just completed the Netherlands was Canada's fifth best customer. Exports, which constituted a record from the Dominion, show an increase of nearly three million dollars over the previous year, and were more than double those of 1925. As a customer the Netherlands is exceeded only by the United States, the United Kingdom, Germany, and Japan. The figures for the last three fiscal years are as follows:—

	1925	1926	1927
United States	\$417,417,144	\$474,987,367	\$466,419,539
United Kingdom	395,843,433	508,237,560	446,876,101
Germany	24,234,685	30,734,037	34,411,021
Japan	22,046,486	34,694,862	29,929,031
Netherlands	12,644,245	23,476,607	26,374,378

Outside of the United Kingdom, no British country stands higher or even approaches the Netherlands as a customer for Canadian goods. The nearest is Australia, which took last fiscal year to a value of six million dollars less than the Netherlands.

Among Continental European countries, Holland is per capita the largest purchaser of Canadian goods. Germany has an estimated population of 59,852,682 and the Netherlands of 7,212,739; the respective purchases per head were 58 cents and \$3.66. But the position of the trade of the Netherlands in relation to imports is essentially one largely concerned with transshipment to the hinterland, particularly to the Rhine valley, even as far as Switzerland.

Quite recently this office has been to some pains to ascertain, as far as possible, how great this transshipment trade up the Rhine is. Canadian products going up the Rhine to Germany, Switzerland, and other countries from the port of Rotterdam undoubtedly represent the bulk of the so-called Dutch imports from Canada. Like Singapore, Rotterdam is essentially a transshipment point. In 1926, 136,900 lighters and craft, with a total capacity of 85,900,000 tons, passed the German-Dutch frontier—68,720 into Germany and 68,180 out of Germany. This waterway is one of the busiest in the world. Five companies in Rotterdam alone conduct regular freight or passenger services, besides others that undertake sailings when there is sufficient cargo offering.

A few examples of some of the Canadian products so transhipped have been carefully studied with the aid of the leading importers. In the case of grain, for example, the total Canadian exports into the Netherlands for the fiscal year ending March 31, 1927, were as follows:—

	Bushels	\$
Wheat	9,884,239	15,046,776
Rye	282,513	297,824
Barley	3,351,981	2,581,235
Oats	2,952,318	1,675,398

One leading importer states that he believes 65 per cent of the Canadian grain imported is re-exported, the bulk going up the Rhine. According to another equally important organization, 70 per cent of the Canadian wheat, 50 per cent of the Canadian oats, 40 per cent of the barley, and 30 per cent of the rye destined for Holland goes up the Rhine.

Probably the whole imports of Canadian asbestos are re-exported to the Rhine, with a part to Switzerland. All commodities, however, do not have such a high percentage of re-export; for example, only 4 per cent of the Canadian oilcake imported into the Netherlands is believed to go upstream.

A sufficient number of examples, however, have been offered to demonstrate that the important factor in the position of the imports of the Netherlands from Canada is transshipment and distribution to the hinterland. In the enormous traffic of the Rhine, Canadian goods via the port of Rotterdam play their part as well as from German ports. Rotterdam is actually on the trading mouth of the Rhine, and claims to handle grain quicker than any other port in the world.

NOTES ON THE TRADE OF HAITI

F. L. CASSERLY, OFFICE OF TRADE COMMISSIONER

[NOTE.—The value of the gourde is 20 cents United States currency.]

Kingston, July 1, 1927.—A report recently issued by the American Financial Adviser General-Receiver in Haiti shows that importations into the republic for the period October, 1926, to March, 1927, amounted to 41,412,820 gourdes, as against 55,540,205 gourdes for the corresponding period of 1925-26. Exports also show a decline, the figures for the two periods named being respectively 53,082,723 gourdes and 70,252,645 gourdes. The principal items imported in 1926-27 were as follows:—

	Gourdes
Iron and steel and articles thereof	2,560,615
Soap, not including toilet soap	5,556,069
Cotton and its manufactures	8,881,285
Linen, jute and other vegetable fibres and their manufactures	1,041,941
Lumber	1,183,684
Machinery and parts	1,646,332
Fish (including canned)	2,336,573
Lard	1,024,215
Wheat flour	6,521,484

The principal countries of origin, with the value of the goods supplied by them, are given as follows:—

	Gourdes
United States	30,975,313
France	3,232,585
Germany	2,171,224
Great Britain	2,044,758
Holland	837,416

Canada is represented by only 45,608 gourdes, but actually her share of the trade must have been larger, as shipments of flour, fish, and other Canadian goods from the Dominion to Haiti are necessarily routed through New York.

It is interesting to note the effects of the new Haitian tariff. During March, 1927, the Haitian Government is stated to have collected in the form of import duties 30.55 per cent of the value of imported merchandise subject to duty. In March, 1926, the similar percentage under the old tariff was 33.23; thus it will be seen that the fiscal burden under the new tariff during March of this year was actually smaller.

It is pointed out that, while the returns for a single month are not very convincing, in a period of six months a reasonably accurate idea of the comparative effects of the old and new tariffs can be obtained. Thus it appears that customs receipts on imports for the first six months of 1925-26 constituted 29.03 per cent of the value of merchandise subject to duty. The similar fiscal burden for the first half of 1926-27 under the new tariff was 30.76 per cent; but it is stated that the tendency during several recent months has been for customs duties to constitute a considerably smaller percentage of the value of imported merchandise subject to duty.

With regard to the falling off in the import trade, it is observed that declines have for the most part been confined to immediately consumable commodities.

On the other hand, materials of industry have shown considerable activity; for example, during March, 1927, mineral oils, gasolene, cement, soap, vegetable fibres, lumber, and machinery were all imported to a greater value than in March, 1926. This also applies to the first six months of the present year in respect of gasolene, cement, lumber, machinery, and rubber and its manufactures. Although a decline in the importations of articles for immediate consumption adversely affects the customs revenues, the authorities in control of Haiti's finances feel that this disadvantage is counterbalanced by the bringing into the country of goods that will add to its productive capacity.

On May 12 last the Haitian Government made a contract with certain American interests for the irrigation of the Artibonite valley, which has great possibilities for agricultural development, being one of the most fertile areas in the republic. Many millions of dollars will be required for the construction of the irrigation works.

INQUIRIES UNDER BRITISH MERCHANDISE MARKS ACT

An application has been received by the Board of Trade in the United Kingdom for an Order in Council, under the Merchandise Marks Act, 1926, to require the marking of imported meat, including bacon and ham, so as to show the country of origin thereon. Similar applications have been made respecting the marking of imported pottery; furniture and cabinet ware; surgical, medical, dental, and veterinary instruments and appliances, and aseptic hospital furniture; motor and cycle rims; and gloves of leather or of fur, and fabric gloves. These applications have been referred to committees for inquiry in the usual manner.

COMMERCIAL CONDITIONS IN MEXICO

TRADE COMMISSIONER C. NOEL WILDE

Mexico City, July 1, 1927.—No change worthy of note took place in the commercial situation of Mexico during June. In the early part of the month a slightly improved tone was noticeable in a few branches, but this lasted for a few days only.

At the end of May a decree was published which prohibited the various departments of the Federal Government from making purchases of supplies in the United States; this decree stated that this action was taken on account of the fact "that the United States of North America had established a systematic embargo upon merchandise purchased by various departments ('dependencias') of the Federal Government, which action had caused serious injury in the administration of the said departments". It was later explained that the order did not constitute a boycott of American goods, but was designed to prevent purchases being made in the United States, without prejudice to the purchase of American goods if they were already in Mexico. The publication of the decree caused considerable anxiety in business circles, which was only partially allayed by the explanation afterwards issued.

No change has taken place in the situation with regard to oil legislation. The decrease in production, however, appears to have ceased for the time being, as will be seen by the following figures:—

Production during 1927, in barrels.—January, 6,078,726; February, 5,441,083; March, 5,720,654; April, 5,538,685.

Exports during 1927, in barrels.—January, 4,512,490; February, 4,321,073; March, 3,869,224; April, 4,735,848.

Further changes were made during the month in the charge for certification of consular invoices, which has now been fixed at a uniform rate of 10 per cent ad valorem, as compared with the original rate of 5 per cent. This has led

to protests on the part of a number of firms who are large importers of foreign products, more especially mining companies, who claim that the increased fee is equivalent to an increase in customs duties and therefore constitutes an additional handicap to their operations. There is at present no indication, however, that any immediate reduction will be made in the fee charged.

The campaign for the presidential election (still eighteen months away) started during June with the publication of a manifesto by General Alvaro Obregón, who was president during the period 1920-24, and now seeks re-election; other candidates in the field are General Francisco Serrano and General Arnulfo Gómez. The effect of the campaign on the business situation will depend largely upon the attitude taken by the various candidates, but it cannot be expected that it will lead to an improvement in conditions until the result of the election is known.

It is reported that the Mexican Government has been able to obtain a loan of five million pesos from foreign bankers, this sum to be devoted principally to the service of the exterior debt. No details are available locally in regard to the conditions under which this sum was raised, although it is understood that the consular fees form the principal security for the repayment of the loan.

In general, commercial conditions continue in the same state of depression which has characterized them since the beginning of the present year. There are indications of a slight improvement in the sale of articles of prime necessity such as foodstuffs, footwear, and textile goods; but this appears to be due to the necessity of replenishing depleted stocks rather than to increased demand; in other lines, and particularly in articles of luxury, such as automobiles and jewellery, reports indicate that sales are at a minimum.

Exchange on New York closed on June 30 at 46.47½ (cents to the peso) as compared with 46.57 at the beginning of the month. On the other hand, the discount on silver has continued to improve, being 6.60 per cent at the end of the month as compared with 8.30 per cent on May 31; efforts are being made to assist this improvement by the Mexican Government, which has recently appropriated five million pesos for the purpose of demonetizing excess silver coinage.

TARIFF CHANGES AND CUSTOMS REGULATIONS

Norwegian Duty on Wheat and Flour

Mr. S. Steckmest, Acting Consul-General of Norway in Montreal, has received information that the duty collectable on wheat entering Norway is 2.20 kroner per 100 kilogs, and on wheat flour 3.80 kroner per 100 kilogs, with an addition in each case of 50 per cent.

German Modified Agricultural Duties

Mr. L. D. Wilgress, Canadian Government Trade Commissioner in Hamburg, cables that certain modified agricultural duties of the German tariff which were due to expire on July 31, 1927, have been extended, except for fresh pork and edible entrails. Reference to these duties appear in *Commercial Intelligence Journal* No. 1212 of April 23, 1927, page 506. A further announcement regarding the extension will be published in due course.

Preference Conditions in Western Samoa

According to a Samoa Customs Consolidation Amendment Order, 1927 (No. 2), which came into operation on June 6, 1927, the conditions on which tariff preference is granted to British goods in that territory have been altered. The principal change is an increase from 25 per cent to 50 per cent of the British content ordinarily required in goods which are not wholly produced or manufactured in the country entitled to preference. The preference conditions in this regard now become similar to those of New Zealand.

Customs Regulations Affecting Shipments to Rhodesia

An agreement exists between the Rhodesias and the Union of South Africa, writes Mr. C. S. Bissett, Canadian Trade Commissioner at Cape Town, whereby goods produced or manufactured in the Union are admitted free into Rhodesia, and goods produced or manufactured in Rhodesia are admitted free into the Union of South Africa. Further, one party is authorized to collect on behalf of the other customs duties imposed in respect of goods which have been imported into its territory and removed later into the territory of the other party.

This free interchange applies to all produce, with the exception of excisable goods: ale and beer, spirits, cigarettes, tobacco, sugar, and playing cards.

Canadian goods destined for Rhodesia may thus be cleared at the first port of entry into the Union by payment of customs duties in the ordinary way, or they may be railed on from South African ports "in bond"—in which case duty is paid at destination in Rhodesia. Nearly always the goods are bonded through, because the Rhodesian tariff for some items is lower than that of the Union, and under the convention the Rhodesian Government has power, in certain circumstances, to suspend or remit duty altogether, e.g. imports of food-stuffs.

It is proposed to permit the removal of goods in bond by rail from the Union to Southern Rhodesia, consigned to their destination through a free warehousing port, to enable the consignees to obtain the benefit of through port rates granted by the railway administration. In future, therefore, goods may be consigned in bond to places other than the free warehousing ports, viz. Plumtree, Bulawayo, Owelo, Salisbury, and Umtali, provided the bond advices state the station to which the goods are consigned, in addition to the address of the consignee, and that the advices in all cases are sent to the Collector of Customs, Bulawayo.

ECONOMIC OUTLOOK IN BRITISH GUIANA

Although during the first quarter of this year shipments of most of the leading products of British Guiana increased in quantity and value, thus indicating some recovery from the effects of the recent drought, economic conditions generally in the colony are still depressed, with little prospect of early improvement. From January to March this year exports were valued at \$3,529,925, as against \$2,875,029 for 1926, but in the same period imports declined from \$2,607,202 to \$2,505,689, while the colony's revenue from customs and other sources diminished by nearly \$60,000. It will probably be several years before the sugar industry fully recovers from the disastrous drought and floods of 1925 and 1926, combined with low prices, but the present crop is promising, and given normal conditions there should be a good yield. About 100,000 tons of sugar are annually produced in British Guiana, of which about 90 per cent is exported. In view of the position of the world market, the production of diamonds has been reduced, and the balata industry is practically at a standstill, with large stocks available and an absence of buyers.

Canadian Trade Commissioners and Commercial Agents should be kept supplied with catalogues, price lists, discount rates, etc., and the names and addresses of trade representatives by Canadian exporters. Catalogue should state whether prices are at factory point, f.o.b. at port of shipment, or, which is preferable, c.i.f. at foreign port.

The Canadian Government Trade Commissioners at the present time are using Bentley's Complete Phrase code.

FOREIGN EXCHANGE QUOTATIONS FOR THE WEEK ENDING JULY 25, 1927

The Foreign Exchange Department of the Bank of Montreal has furnished the following statement of the nominal closing quotations for all the principal exchanges for the week ending July 25, 1927. Those for the week ending July 18, 1927, are also given for the sake of comparison.

Country	Monetary Unit	Parity	Week Ending July 18, 1927	Week Ending July 25, 1927
Britain	£	\$4.86 $\frac{2}{3}$	\$4.8624	\$4.8604
Belgium	Belga	.1390	.1392	.1392
Czecho-Slovakia	Crown	.20263	.0296	.0296
Finland	Mark	.0252	.0252	.0252
France . . . . .	.Fr.	.1930	.0392	.0391
Holland	Florin	.4020	.4011	.4011
Italy	Lire	.1930	.0543	.0544
Spain . . . . .	.Pes.	.1930	.1711	.1706
Portugal	Esc.	1.0805	.0510	.0510
Switzerland . . . . .	.Fr.	.1930	.1926	.1928
Germany	Reichs Mk.	.2382	.2379	.2381
Greece . . . . .	.Dr.	.1930	.0134	.0132
Norway . . . . .	.Kr.	.2680	.2587	.2585
Sweden . . . . .	.Kr.	.2680	.2681	.2681
Denmark . . . . .	.Kr.	.2680	.2676	.2677
Austria	Schilling	.1407	.1412	.1412
Japan	Yen	.4985	.4720	.4700
Siam	Tical	.3709	.4550	.4500
India	Rupee	.3650	.3625	.3625
United States	\$	1.0000	1.0014	1.0012
Mexico . . . . .	\$	.4985	.4645	.4670
Argentine Rep.	Peso (Paper)	.4244	.4250	.4250
Brazil	Mil.	.5462	.1180	.1187
Jamaica . . . . .	.£	4.86 $\frac{2}{3}$	4.8525	4.8500
British Guiana	\$	1.0000	1.00 $\frac{2}{3}$ —1.00 $\frac{1}{2}$	1.01 $\frac{5}{8}$ —1.01 $\frac{3}{4}$
Barbados	\$			
Trinidad	\$			
Dominica	\$			
St. Kitts	\$			
Grenada	\$			
St. Vincent	\$			
Tobago	\$			
China	Taël	.6275	.6275	.6287
Batavia, Java	Guilder	.4006	.4006	.4005
Peru	Libra	4.8665	3.7500	3.7500
Singapore, Str. Settlement . . . . .	\$	.5678	.5612	.5612

TRADE INQUIRIES FOR CANADIAN PRODUCTS

Since the publication of the last *Commercial Intelligence Journal* there have been received the following inquiries for Canadian products. The names of the firms making these inquiries, with their addresses, can be obtained only by those specially interested in the respective commodities upon application to: "THE COMMERCIAL INTELLIGENCE BRANCH OF THE DEPARTMENT OF TRADE AND COMMERCE, OTTAWA," OR THE BOARDS OF TRADE AT ST. JOHN, HALIFAX, QUEBEC, SHERRBROOKE, MONTREAL, TORONTO, WOODSTOCK, ST. MARY'S (ONT.), PORTAGE LA PRAIRIE, ST. BONIFACE (MAN.), WINNIPEG, VANCOUVER, NEW WESTMINSTER, AND PRINCE RUPERT; THE CHAMBERS OF COMMERCE AT BELLEVILLE, PETERBOROUGH, HAMILTON, ST. CATHARINES, STRATFORD, BRANTFORD, LONDON, ST. THOMAS, SARNIA, AND VICTORIA (B.C.); THE CHAMBRE DE COMMERCE, DISTRICT OF MONTREAL; BORDER CHAMBER OF COMMERCE, WINDSOR; THE CANADIAN MANUFACTURERS' ASSOCIATION OFFICES AT TORONTO, MONTREAL, WINNIPEG, EDMONTON, VANCOUVER, AND VICTORIA; AND THE KITCHENER AND WATERLOO MANUFACTURERS' ASSOCIATION, KITCHENER (ONT.).

Foodstuffs

659. BUTTER.—A Birmingham firm desire to be placed in touch with Canadian exporters of butter with a view to agency.

660. GROCERIES.—A commission agent in Bridgetown, Barbados, desires to be placed in touch with a good Canadian grocery house.

661. PROVISIONS.—A Cuban firm are desirous of corresponding with Canadian exporters of the following: canned and pressed goods (preserves); biscuits and crackers; canned fish; wheat flour.

662. BACON AGENCY.—A London firm of provision importers wish to secure the agency of a Canadian packer of bacon who is not already represented in the United Kingdom.

663. GRAIN.—A commission agent in Bridgetown, Barbados, desires to be placed in touch with a good Canadian grain broker.

Miscellaneous

664. FISH PRODUCTS.—A firm of importers in Hamburg, Germany, wish to be put in touch with Canadian exporters of fish meal, fish guano, fish scraps, and fish oil.

665. OILCAKE.—A Hamburg firm dealing in feeding stuffs wish to purchase oilcake in Canada.

666. DRUGS.—A commission agent in Bridgetown, Barbados, desires to be placed in touch with Canadian exporters of drugs.

667. DRY GOODS.—A commission agent in Bridgetown, Barbados, desires to be placed in touch with Canadian exporters of dry goods.

668. PAPER.—A commission agent in Bridgetown, Barbados, desires to be placed in touch with a good Canadian paper house.

669. PAPER; OILCLOTH; CORDAGE; HARDWARE.—Canadian exporters of the following lines are requested to communicate with an Havana firm: paper and paper bags; oilcloth; ropes and cordage; general hardware.

670. HARDWARE.—A commission agent in Bridgetown, Barbados, desires to be placed in touch with Canadian exporters of hardware.

671. GARBAGE CANS.—Quotations are desired for 2,000 sanitary garbage cans for municipal use in Mexico. Firms desiring to tender should submit full specifications of what they propose to supply, together with prices c.i.f. Veracruz, inclusive of 10 per cent consular fee. Time of delivery should also be stated.

672. ELECTRIC HOUSEHOLD APPLIANCES.—A firm of importers in New Zealand desire to make agency connections with a responsible manufacturer of electric household appliances.

673. ELECTRIC COOKING STOVES.—A firm of importers in New Zealand are desirous of getting in touch with a manufacturer of electric cooking stoves.

674. MOTOR ACCESSORIES.—A Coventry firm of English motor car manufacturers desire to represent one or more Canadian firms manufacturing motor accessories. Samples and prices to be submitted.

675. MOTOR ACCESSORIES.—A Birmingham firm manufacturing motor accessories are interested in motor car novelties and are prepared to entertain Canadian offers, either on a royalty or a factoring basis.

PROPOSED SAILINGS FROM CANADIAN PORTS

(The sailing dates are approximate and subject to change without notice)

From Montreal

To ANTWERP.—Canadian Aviator, Aug. 3; Canadian Hunter, Aug. 13; Canadian Trapper, Aug. 23; Canadian Raider, Sept. 2—all C.G.M.M.; Bosworth, Canadian Pacific, Aug. 6.

To AVONMOUTH.—Huronian, Aug. 6; Colonian, Aug. 13; Huronian, Aug. 27—all White Star-Dominion; Salacia, Cunard Line, Aug. 19.

To BELFAST, LONDONDERRY, CORK AND DUBLIN.—Lord Downshire, Aug. 3; Fanad Head, Aug. 21—both Head Line.

To CARDIFF AND SWANSEA.—Canadian Victor, Aug. 12; Canadian Commander, Aug. 26—both C.G.M.M.

To DUNDEE.—Cairnmona, Thomson Line, Aug. 13.

To GLASGOW.—Metagama, Aug. 4; Melita, Aug. 16; Metagama, Sept. 1—all Canadian Pacific; Moveria, Aug. 5; Athenia, Aug. 12; Letitia, Aug. 26—all Cunard Line.

To HULL.—Ariano, Aug. 20; Comino, Sept. 3—both Furness Line.

To LIVERPOOL.—Minnedosa, Aug. 5; Montclare, Aug. 12; Montrose, Aug. 19; Montcalm, Aug. 26; Minnedosa, Sept. 2—all Canadian Pacific; Regina, Aug. 6; Calgarie, Aug. 10; Megantic, Aug. 13; Doric, Aug. 20; Albertic, Aug. 27—all White Star-Dominion; Moveria, Aug. 5; Andania, Aug. 19—both Cunard Line.

To LONDON.—Bosworth, Aug. 6; Berwyn, Aug. 13; Brandon, Aug. 20; Balfour, Aug. 27; Bothwell, Sept. 3—all Canadian Pacific; Canadian Aviator, Aug. 3; Canadian Hunter, Aug. 13; Canadian Trapper, Aug. 23; Canadian Raider, Sept. 2—all C.G.M.M.; Ausonia, Aug. 5; Antonia, Aug. 13; Ascania, Aug. 19; Alaunia, Aug. 26; Ausonia, Sept. 2—all Cunard Line; Ariano, Aug. 20; Comino, Sept. 3—both Furness Line.

To MANCHESTER.—Manchester Commerce, Aug. 4; Manchester Producer, Aug. 14; Manchester Citizen, Aug. 18; Manchester Division, Aug. 25; Manchester Regiment, Sept. 1—all Manchester Liners.

To NEWCASTLE AND LEITH.—Cairnesk, Aug. 6; Cairnmona, Aug. 13; Cairntorr, Aug. 27—all Thomson Line.

To HAMBURG.—Cairndhu, Aug. 11; Scatwell, Aug. 25—both Thomson Line; Kew West, Aug. 12; Brant County, Aug. 22—both Intercontinental Transports Ltd.; Berwyn, Aug. 13; Balfour, Aug. 27—both Canadian Pacific.

To HAVRE.—Laval County, Intercontinental Transports Ltd., Aug. 13.

To ROTTERDAM.—Queens County, Aug. 10; Golden Gate, Aug. 26—both Intercontinental Transports Ltd.

To COPENHAGEN AND BALTIC PORTS.—Ivar, Aug. 18; Pennsylvania, Sept. 3—both Scandinavian-American Line.

To OSLO, TRONDHEIM, BERGEN AND STAVENGER.—Randsfjord, Norwegian-American Line, Aug. 5.

To ITALIAN PORTS.—Valleluce, Lloyd Mediterraneo Italian Service, Aug. 15.

To SOUTH AND WEST AFRICAN PORTS.—New Georgia, Elder Dempster Line, Aug. 15.

To AUSTRALIAN PORTS.—Canadian Cruiser, C.G.M.M., Aug. 20.

To NEW ZEALAND PORTS.—Canadian Britisher, C.G.M.M., Aug. 25; Ribera, New Zealand Shipping Co., Aug. 24.

To ST. KITTS, ANTIGUA, BARBADOS, TRINIDAD AND DEMERARA.—Canadian Otter (calls at Guadeloupe), Aug. 11; Canadian Beaver, Aug. 25—both C.G.M.M.

To BERMUDA, BAHAMAS, JAMAICA AND BRITISH HONDURAS.—Canadian Forester, Aug. 3; Canadian Fisher, Aug. 24—both C.G.M.M.

To ST. JOHN'S, NFLD. (via CHARLOTTETOWN).—Canadian Sapper, C.G.M.M., Aug. 11, Sept. 1.

To CORNERBROOK, NFLD.—New Northland, Aug. 3, Aug. 17; Nayarit, Aug. 8, Aug. 22—both Clarke SS. Co.

From Quebec

To CHERBOURG, SOUTHAMPTON AND ANTWERP.—Montnairn, Aug. 10; Montroyal, Aug. 18—both Canadian Pacific.

To SOUTHAMPTON AND HAMBURG.—Empress of Australia, Aug. 3, Aug. 31; Empress of Scotland, Aug. 16; Empress of France, Aug. 24—all Canadian Pacific.

From St. John

To ST. JOHN'S, NFLD.—Magna, Newfoundland-Canada Traders, Aug. 11, Aug. 27.

To BERMUDA, ST. KITTS, ANTIGUA, MONTERRAT, DOMINICA, ST. LUCIA, BARBADOS, ST. VINCENT, GRENADA, TRINIDAD AND DEMERARA.—Canadian Volunteer, C.G.M.M., Aug. 13; Haraldshaug, Aug. 10; Adolf Bratt, Aug. 24—both Pickford & Black.

From Halifax

To LIVERPOOL.—Newfoundland, Aug. 17; Nova Scotia, Sept. 3—both Furness, Withy.

To ST. JOHN'S, NFLD.—Newfoundland, Aug. 17; Nova Scotia, Sept. 3—both Furness, Withy; Farnorth, Aug. 6; Sambro, Aug. 8—both Farquhar SS.; Nerissa, Aug. 9; Silvia, Aug. 2, Aug. 16—both Red Cross Line; Magna, Newfoundland-Canada Traders, Aug. 13.

To EAST COAST NEWFOUNDLAND PORTS.—Sambro, Farquhar SS., Aug. 8; Magna, Newfoundland-Canada Traders, Aug. 13, Aug. 29.

To SOUTH COAST NEWFOUNDLAND PORTS AND ST. PIERRE MIQUELON.—Skipper, Aug. 5; Sambro, Aug. 8—both Farquhar SS.; Pro Patria, French Mail Service, Aug. 2, Aug. 16, Aug. 30.

To WEST COAST NEWFOUNDLAND PORTS.—Fernfield, Farquhar SS., Aug. 3.

To BERMUDA, ST. KITTS, NEVIS, ANTIGUA, MONTERRAT, DOMINICA, ST. LUCIA, BARBADOS, ST. VINCENT, GRENADA, TRINIDAD AND DEMERARA.—Canadian Pathfinder, Aug. 12; Canadian Volunteer, Aug. 26—both C.G.M.M.; Ottar, Aug. 4; Haraldshaug, Aug. 18; Adolf Bratt, Sept. 1—all Pickford & Black.

To SANTIAGO (CUBA) AND KINGSTON (JAMAICA).—Andalusia, Aug. 24; Caledonia, Aug. 10—both Pickford & Black.

From Vancouver

To YOKOHAMA, KOBE, NAGASAKI, SHANGHAI, HONG KONG AND MANILA.—Empress of Asia, Aug. 11; Empress of Canada, Sept. 1—both Canadian Pacific.

To YOKOHAMA, KOBE, DAIREN AND SHANGHAI.—London Maru, Osaka Shosen Kaisha, Aug. 13.

To HONOLULU, SUVA, AUCKLAND AND SYDNEY.—Niagara, Canadian-Australasian Service, Aug. 24.

To MELBOURNE, SYDNEY AND BRISBANE.—West Conob, American-Australian-Orient Line, Aug. 27.

To AUCKLAND, WELLINGTON, LYTTELTON AND DUNEDIN.—West Nivaria, American-Australian-Orient Line, Aug. 22.

To MANCHESTER.—Pacific Commerce, Furness (Pacific) Ltd., Aug. 6.

To WEST COAST UNITED KINGDOM PORTS.—Canadian Importer, C.G.M.M., Aug. 16.

To MARSEILLES, BARCELONA, GENOA, LEGHORN, NAPLES, VENICE AND TRIESTE.—Jelene, Navigazione Libera Triestina, Aug. 15.

To HAVRE, ANTWERP AND BORDEAUX.—La Marseillaise, Cie. Gle. Transatlantique, Aug. 11.

To LONDON, LIVERPOOL AND ROTTERDAM.—Dinteldyk, Aug. 12; Loch Katrine, Aug. 27—both North Pacific Coast Line.

To GLASGOW, HAMBURG, ROTTERDAM AND ANTWERP.—Kinderdyk, North Pacific Coast Line, Aug. 23.

To KINGSTON, JAMAICA.—Canadian Importer, C.G.M.M., Aug. 16.

To PORT OF SPAIN (TRINIDAD), BRIDGETOWN (BARBADOS), AND GUADELOUPE.—Fordefjord, Canadian Transport Co., Ltd., Aug. 25.

COMMERCIAL INTELLIGENCE SERVICE

CANADIAN TRADE COMMISSIONERS

Argentine Republic

E. L. McColl, Reconquista No. 46, Buenos Aires. *Cable Address, Canadian.*

Australia

D. H. Ross. Address for letters—Box 196C, G.P.O., Melbourne. Office—Safe Deposit Building, Melbourne. *Cable Address, Canadian.*

Commercial Agent: B. Millin, The Royal Exchange Building, Sydney, N.S.W.

Belgium

Yves Lamontagne, 98 Boulevard Adolphe Max, Brussels. *Cable Address, Canadian.*

Brazil

A. S. Bleakney. Address for letters—Caixa Postal 2164 Rio de Janeiro; office, Avenida Rio Branco, 9. *Cable Address, Canadian.*

British West Indies

James Cormack. Address for letters—P.O. Box 125, Port of Spain, Trinidad. Office, Colonial Bank Building. (Territory includes Barbados, Windward and Leeward Islands, British Guiana, Porto Rico and Venezuela). *Cable Address, Canadian.*

P. W. Cook. Address for letters—P.O. Box 225, Kingston, Jamaica. Office—Jamaica Mutual Life Insurance Building. (Territory covers Jamaica, Cuba, Hayti, San Domingo, Central American States, Colombia, Bermuda and the Bahamas.) *Cable Address, Cantracom.*

China

L. M. Cosgrave. Address for letters—P.O. Box 300. Office—North China Daily News Building, 17 The Bund, Shanghai. *Cable Address, Cancoma.*

France

Hercule Barré, 17 and 19 Boulevard des Capucines, Paris. *Cable Address, Cancomac.*

Germany

L. D. Wilgress, Gutrufhaus, Neuerwall 10, Hamburg 36. *Cable Address, Mapleleaf.* (Territory covers Germany, Russia; the countries on the eastern shore of the Baltic, Poland and Czecho-Slovakia.)

Holland

A. B. Muddiman, Beursplein 26B, Rotterdam. *Cable Address, Canadian.*

India and Ceylon

H. R. Poussette, P.O. Box 2003, office, Sassoon House, 4 Lyons Range, Calcutta. *Cable Address, Canadian.*

NOTE.—Bentley's Complete Phrase Code is used by Canadian Trade Commissioners.

Irish Free State

F. W. Fraser, 66 Upper O'Connell street, Dublin. *Cable Address, Canadian.*

Italy

Jean J. Guay, Via Manzoni Nr. 5—Milan (2). *Cable Address, Canadian.*

Japan

J. A. Langley. Address for letters, P.O. Box 230. Office, Room No. 2, Meikai Building, Kobe. *Cable Address, Canadian.*

Mexico

C. Noel Wilde. Address for letters, Apartado Num. 126-bis, Mexico City. Office, Edificio Banco de Londres y Mexico, Num. 30. *Cable Address, Cancoma.*

Netherlands East Indies

R. S. O'Meara, P.O. Box 84, Batavia, Java. (Territory includes Straits Settlements, Federated Malay States, Indo-China, and Siam.) *Cable Address, Canadian.*

New Zealand

C. M. Croft. Address for letters, P.O. Box 33, Auckland. Office, Union Buildings, Customs street, Auckland. *Cable Address, Canadian.*

South Africa

G. R. Stevens, P.O. Box 683. Office, Westminster House, Adderly street, Cape Town. *Cable Address, Cantracom.*

United Kingdom

Harrison Watson, Canadian Building, Trafalgar Square, London, S.W. 1, England. (Territory covers Home Counties, South-Eastern Counties and East Anglia.) *Cable Address, Sleighing, London.*

J. Forsyth Smith, Fruit Trade Commissioner, Century Bldgs., 31 North John Street, Liverpool. *Cable Address, Canfrucum.*

Harry A. Scott, Trade Commissioner, Century Bldgs., 31 North John Street, Liverpool. (Territory covers North of England, Lincolnshire, North Midlands and North Wales.) *Cable Address, Cantracom.*

Douglas S. Cole, Sun Building, Clare street, Bristol. (Territory covers West of England, South Wales and South Midlands.) *Cable Address, Canadian.*

Gordon B. Johnson, 87 Union street, Glasgow, Scotland. (Territory covers Scotland and Northern Ireland.) *Cable Address, Cantracom.*

United States

Frederic Hudd, 44 Whitehall street, New York City. *Cable Address, Cantracom.*

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Commercial Intelligence Journal



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Minister: Hon. James Malcolm, M.P.

Deputy Minister: F. C. T. O'Hara

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TRADE COMMISSIONERS TO TOUR CANADA

Mr. C. M. Croft, Canadian Trade Commissioner in New Zealand, arrived in Ottawa on August 4, and Mr. G. B. Johnson, Trade Commissioner in Glasgow, who represents the Department in Scotland and Northern Ireland, expects to arrive about the middle of this month. These Commissioners are paying a visit to the Dominion in order to undertake a business tour in the interests of Canadian trade with their respective territories. Canadian firms who desire to be brought in touch with them or to interview them are requested to communicate with the Department of Trade and Commerce, Ottawa, in order that the necessary arrangements may be made.

TRADE OF SOUTH AFRICA DURING 1926

TRADE COMMISSIONER G. R. STEVENS

[Subjoined is the first of a series of reports on the Trade of South Africa during 1926 by Mr. Stevens. Subsequent issues will deal with the import trade by products and by countries.]

Cape Town, June 13, 1927.—The statement for 1926 of the Trade and Shipping of the Customs Union of South Africa (which includes Southwest Africa, Northern and Southern Rhodesia) has just been issued, and this comprehensive compilation reviews the progress of these territories in considerable detail.

The trade of the constituents of the South African Customs Union other than the Union of South Africa are being discussed in a separate report.

As foreshadowed by the budget statement, South Africa's trade for the year can be regarded as satisfactory. The total trade for the year was slightly greater than in 1925, the figures being £158,140,985 last year as against £157,285,663 in 1925. The division of trade for the two years in question was as follows:—

	1926	1925
Exports	£85,504,403	£89,437,219
Imports	72,758,805	67,937,517
Favourable trade balance	£12,745,598	£21,499,702

This favourable trade balance is unreal. It is not possible to give an exact figure for the invisible imports of South Africa, but business opinion puts it at a considerably higher figure than the estimated favourable balance. For freight and insurance services alone the Union paid out £6,202,731 during 1926, which halves the favourable balance. Moreover, in the above figures of exports not less than £2,115,633 consists of re-exports, being goods originating in other African states. When this amount is likewise deducted from the favourable balance it leaves approximately £4,000,000 to meet all overseas interest charges and profits.

In the chief productive industry, which is mining, a very large proportion of the invested capital is from abroad. The precise share of the £76,130,273 (1925 figures) invested in South African mining industries, which is held in the Union, is unknown, but rough estimates from reliable sources suggest that not over one-quarter of the dividends remain in South Africa. Mining profits during 1925 amounted to £11,658,048; if three-quarters of this revenue is paid out of the country, the South African favourable balance is entirely wiped out.

The reduction during 1926 in the apparently favourable trade balance occurs through an increase of approximately five millions in imports and a decrease of four millions in exports. Of the increase in imports, slightly under four millions sterling are attributable to greater quantities of merchandise for general trade. The other million consists of an increase of a half million in Government stores and a half million in imports of produce from other states in the South African Customs Union. The decrease in exports occurred in part through a drop in the price of wool, whereby the South African producer received two and a half million sterling less in 1926 for approximately the same quantity of wool as was exported in 1925. An even greater contribution to the decrease was the failure of the maize crop, which occasioned a loss of a little less than five million sterling. Gold production was likewise almost two millions sterling less than in 1925, so that these three items alone account for a diminution of exports of approximately seven millions sterling. Against these losses must be placed an increase of two millions sterling in diamonds and a number of increases in products of minor importance.

The budget statement of the Minister of Finance revealed the salient features of the trade of the year. Customs revenues were no less than 11 per cent above the estimates. The bad maize crop was expected to curtail purchasing to a much greater degree than proved the case. Moreover, the protective policy of the Government resulted in considerable outlay for plant and industrial equipment overseas, and these purchases swelled the volume of imports even more than the customs revenue shows, since the majority of such equipment is entered duty free. In addition, the intense activity in the alluvial diamond fields, where the recovery of precious stones is carried out by individual prospectors, placed a large volume of free, loosely spent money in circulation. This circulation afforded an appreciable impetus to many imports, particularly prepared foodstuffs and motor vehicles.

EXPORTS

South African exports during 1926 and the previous year may be classified as follows:—

Principal Agricultural Products

	1926		1925	
	Quantity Lbs.	Value £	Quantity Lbs.	Value £
Wool	211,695,494	12,645,851	208,615,868	15,095,446
Sheep skins	25,886,436	1,353,658	28,218,699	1,566,739
Maize	293,131,254	908,541	1,859,640,627	5,669,405
Cow hides	29,521,387	919,980	26,908,454	911,733
Wattle bark	218,733,266	917,167	273,874,998	1,109,161
Angora hair	11,140,909	741,715	11,560,405	836,328
Raw cotton	8,080,399	328,086	6,981,213	350,005
Sugar	130,553,220	797,405	119,907,715	766,964
Maize meal	74,989,612	206,207	264,901,829	819,820
Citrus fruit (cases)	611,531	377,616	751,814	351,800
Deciduous fruit (cases)	1,150,796	232,599	1,248,208	266,389
Dried fruit	7,858,944	128,506	7,299,682	118,462
Total . . . . .	.....	19,557,331	.....	27,862,252

Principal Mineral Products

Gold (fine oz.)	7,665,186	32,559,637	8,081,819	34,329,376
Diamond (carats)	3,041,686	10,732,810	2,591,239	8,605,525
Coal (tons)	2,354,073	1,418,908	1,757,847	1,071,393
Bar copper (lbs.)	128,959	355,758	162,409	438,011
Tin ore (tons)	2,136	205,614	2,260	220,226
Raw asbestos (lbs.)	16,831,904	143,491	13,265,094	102,398
Total . . . . .	.....	45,416,218	.....	44,766,929
Other South African export commodities . . . . .	.....	4,972,761	.....	4,966,505
Other exports, specie—bunker coal, re-exports, etc. . . . .	.....	15,558,093	.....	11,841,533
Grand total . . . . .	.....	85,504,403	.....	89,437,219

The overseas transit trade, out of which South Africa derives considerable benefit, for the years of survey was as follows:—

Africa—	In Transit 1926	Re-exports 1925
Imports	£2,108,110	£1,526,051
Exports	5,128,009	4,089,264
Re-exports	2,115,633	1,572,742
Total	£9,351,742	£7,188,057

The above statistics illustrate South Africa's reliance upon her mines. The gold and diamond production accounts for more than one-half of all South Africa's exports, and there appears to be no other industry capable of developing to similar proportions. This is particularly unfortunate because of factors which threaten the prosperity of gold and diamond mining, and such dangers must be kept constantly in view in any survey of South Africa's commercial position.

GOLD

The principal statistics of the gold industry during the years under consideration were as follows:—

	1926	1925
Tons treated	29,742,630	28,659,217
Fine ounces recovered	9,954,761	9,597,592
Exports	7,665,186	8,081,819

The above figures show a decrease in production of approximately 450,000 fine ounces during 1926. This decrease occurred elsewhere than on the Witwatersrand, where an increase of 315,729 fine ounces was recorded. No less than 97 per cent of South Africa's gold is produced upon the Witwatersrand, so the situation in the main fields may be regarded as fairly satisfactory. Such figures as are available for 1927 suggest that an even better showing will be made during the present year.

The gold-mining industry, however, is faced with two great difficulties. The costs of production are mounting, and the economic ore bodies of many mines are being exhausted. As is generally known, the Witwatersrand reef consists of a vast body of low-value ore. The average recovery of gold is about one-third of a fine ounce per ton. To make such extraction profitable, production costs must be kept extremely low. It is doubtful if any mines in the world are more efficient than those of the Rand. But from one cause or another the cost of gold mining has increased considerably during the last few years. The mines are disposed to blame the protective policy of the present Government for a considerable proportion of these costs, pointing out as an illustration such an item as rock drill spares, which formerly entered duty free, and on which a duty of 20 per cent *ad valorem* has been imposed, which costs the mines a very considerable sum annually. With proposals for a State-aided iron and steel industry, the mines fear commensurate increases upon a number of their other staple requirements, and they point out that each increase serves to make a larger body of ore non-economic.

The second danger is the actual exhaustion of many mines. There is still ore available, but at such depths and distances that it is not feasible to raise and treat it. In this connection Sir Robert Kotze, the Government mining engineer, stated in his 1925 report that the lives of the forty-three Witwatersrand mines range from one to thirty years. According to the length of their lives, these were classified as follows:—

- Life less than five years, nineteen mines.
- Life of five to ten years, eleven mines.
- Life of ten to fifteen years, seven mines.
- Life of fifteen to twenty years, four mines.
- Life of twenty to thirty years, two mines.

From these data, said Sir Robert, it would appear that lapse of time will show a reduction in the tonnage from existing mines of 23 per cent after five years, 48 per cent after ten years, and 82 per cent after fifteen years.

Sir Robert Kotze's successor, Dr. Pirow, takes a somewhat more favourable view of the situation, emphasizing the fact that these figures only apply to existing mines and that it is reasonable to anticipate a certain amount of new development. On the other hand, a considerable emigration of mining capital is ensuing at present (some of it going to Canada), and this suggests that the mining companies themselves do not view their position with equanimity.

DIAMONDS

The problem in connection with diamonds is the reverse of that of gold. The danger arises from over-production. In the past all diamonds have been sold through a single agency, which has parcelled out the gems in whatever quotas the market could absorb. The price has been sustained largely through this monopoly. During the past two or three years, however, it has been discovered that the diamondiferous areas of South Africa are not restricted to the neighbourhood of the original "pipes", but that they are of vast extent. The result has been a tremendous increase in the development of what is known as the "alluvial" workings, and the diamond monopoly appears, for the moment at least, to have lost its former control of the situation. It is, of course, impossible to restrict the alluvial production in order to protect the older industry, but some control is believed to be essential in order to prevent decline in the price of stones. No one as yet can compute the extent of the diamondiferous areas, as new finds are being made from day to day. The South African Government, however, is a shareholder in the Southwest African fields and in the Pretoria mines, and it is alive to the necessity of preventing an output which might upset the world markets. A bill is now before the House of Assembly for the purpose of inaugurating some measure of control over allu-

vial production. It seems improbable, however, that diamonds will ever again be the close monopoly that they have been in the past, and this circumstance, theoretically at least, makes the industry precarious. In actuality, however, there is no symptom of any distress. On the contrary, the industry appears to be in its customary healthy condition. Whereas in "pipe" mining, such as is carried out at Kimberley, Pretoria, and elsewhere by the diamond companies, a comparatively small European staff is employed, the alluvial fields are worked by Europeans in a rough-and-ready fashion reminiscent of the placer mining of early days in Canada. The employment of a large, white, free-spending population in the alluvial areas has stimulated general African trade sufficiently to offset, in some degree, the loss of rural buying power which resulted from the failure of the maize crop.

WOOL

Wool returns react to the purchasing ability of the leading industrial nations, and the British and Continental slump is reflected in the fall of the average prices realized in 1926. During this period grease wools averaged 1s. 2d. (28 cents) per pound, a price 15 per cent less than that obtained in 1925, and scoured wools 2s. 4d. (57 cents) per pound, which is 24 per cent below the average price for 1925. In spite of the reduction in price, the output increased by 3,079,625 pounds. When British and European markets stabilize, a recovery in wool values may be anticipated. Whereas Cape wools for many years were regarded as inferior, considerable progress has been made in improving their quality, both through sheep breeding and through better grading, and now South African wools are a standard demand in all wool-manufacturing centres.

HIDES AND SKINS

Compared with 1925, sheep skins show a decrease of 2,332,263 pounds, value £213,081. Shipments of ox and cow hides increased by 2,612,933 pounds, but the price per pound fell from 8s. 2d. to 7s. 5d. Goat skins declined to 881,298 pounds, value £51,194, while the price fell from 11s. 6d. to 11s. 3d. per pound.

COAL

The total production of the Union during 1926 amounted to 16,820,524 tons, as compared with 16,114,992 tons in 1925; an increase in exports of approximately 25 per cent is to be noted during the year under review. This was due to the British coal strike, as ordinarily South African coals are not considered to be holding their own in export markets. This belief is borne out by the bunkering figures, which are not increasing. Numerous complaints were heard during the year concerning the inability of the Railway Administration to supply sufficient rolling stock to handle export orders. Likewise the present inland export rates upon Natal coals are severely criticised as being too high to permit development of the trade.

OTHER EXPORTS

Wattle bark and wattle extracts declined approximately 20 per cent owing to the reduction in the European demand. The unit prices also declined slightly. Mohair fell off slightly, unit prices decreasing by about 7 per cent.

An increase in the export of raw sugar occurred, due in part to the imminence of the imposition of a suspended duty which has since gone into force. Manufacturers and large users of sugar bought refined sugar abroad in anticipation of the application of the duty, and as a result there was an increased surplus of raws for export. It is interesting to note that during 1926 Canada, for the first time, bought raw sugars from South Africa, taking approximately 9,000 tons valued at £106,221.

Raw cotton increased by slightly over 1,000,000 pounds, or approximately 15 per cent., but as elsewhere throughout the world, the value suffered severely. Prices upon South African cottons dropped about 25 per cent. This crop is giving rise to considerable anxiety at present, as many planters are beginning to regard it as non-economic.

In fresh fruits, exports declined in both the deciduous and citrus divisions. The decreases are accounted for by unanticipated congestion of traffic, and by loss of buying power in Great Britain attendant upon the coal strike. For the first time, cargo shipments of fresh fruit were sent direct to European ports, where they met with a moderately favourable reception.

Among minor items, it is interesting to note that the export of South African dried fruits is increasing, and that South African fresh beef has established itself in Continental countries, particularly in France and Italy. It is understood that the exports to Italy are for the purpose of filling army contracts.

The export of wines is stationary. Crayfish had a bad season, exports being down 30 per cent upon the previous year.

An interesting and growing trade is in eggs, which have apparently established themselves upon the English market.

VALUE OF EXPORTS IN TERMS OF SOUTH AFRICAN PURCHASING POWER

As an indication of the values of the leading South African exports, in relation to pre-war returns from the same commodities, if the 1913 return is taken as 100, the following represents the 1926 return: bark (wattle), 155; cotton (raw), 163; maize, 109; maize meal, 70; fish (preserved, crayfish), 187; beef (fresh or frozen), 45; sugar, 70; wines, 75; hair (angora), 132; hides (ox and cow), 84; skins (goat), 132; skins (sheep), 190; wool (scoured), 158; wool (grease), 186. Average, 125. Curiously enough, this average increase in return is almost precisely the same as the average increase in cost of living over 1913. The average of all indexed groups in that year was 1,125 (1910 being the basis at 1,000), and that of January, 1927, 1,420. This latter figure represents 126 on the 1913 basis.

DIRECTION OF EXPORTS

As in the past, Great Britain has been by all odds South Africa's best customer. The direction of South African produce overseas (exclusive of gold) was as follows:—

	1926	
	£	Per Cent
United Kingdom..	20,824,112	58.7
Australia..	565,683	1.6
Straits Settlements	319,842	0.9
India	287,721	0.8
Other British possessions .. .	1,018,288	2.9
Foreign countries	12,455,429	35.1
Total..	35,471,075	100.0

Great Britain takes approximately nine-tenths of South Africa's diamonds, almost half her maize, 50 per cent of all wool, hides and skins and mohair, and very considerable quantities of the other exports. The British dominions and possessions are poor customers, Australia alone taking an appreciable quantity of South African produce. Unfortunately, Australian imports have been largely maize, and the abolition of preference between Australia and South Africa will probably destroy this trade in the future. Among foreign countries, France absorbed about 10 per cent of all South Africa's exports. Her largest purchases were grease wools, sheep and goat skins, cow hides, crayfish, fresh beef, and raw cotton. Germany purchased approximately 7 per cent of the total, the chief demand being in wools, wattle bark, and cow hides. Holland took 4.2 per cent, including 10 per cent of the Union's diamonds, and small quantities of wool, wattle bark, and whale oil. Purchases by the United States comprised 5 per cent of the whole, and were composed of mohair, skins, wool, and a few parcels of diamonds.

CANADIAN SHARE

Canada purchased South African merchandise to the value of £130,129 during 1926, in comparison with £18,522 during 1925. Gratifying as this increase is, it only reduced the trade balance in Canada's favour by a fraction. Moreover, as has already been noted, much of this increase is accounted for by a sugar shipment which might not have occurred under normal conditions. It is regrettable that Canada cannot purchase more of her requirements in South Africa; the trend here, as elsewhere, is in favour of preferential treatment of best customers. During 1926 a start was made in Canada with South African dried fruits and wines. It is hoped that these will develop into valuable businesses. However, the South African exportable surplus in these products is so limited at present that one cannot be sanguine of any large trade developing in the near future.

It is, however, probable that a considerable volume of South African raw materials of industry do ultimately reach Canada through New York and London, but there is, of course, no method of computing the value of such indirect shipments.

GENERAL BUSINESS CONDITIONS IN NEW ZEALAND

ASSISTANT TRADE COMMISSIONER PAUL SYKES

Auckland, June 27, 1927.—General business conditions in New Zealand have for some time resulted in numerous pessimistic opinions regarding future development in trade and industry. A general review of some of the more important aspects of the situation is appended.

FOREIGN TRADE

It is characteristic of general economic conditions in New Zealand that during a "boom" period exports show a decided excess over imports, while during periods of depression the reverse holds good, although to a less marked extent. Under normal conditions in the past trade statistics have shown an average annual excess of exports over imports of some £2,000,000. During the calendar year 1926, however, imports into New Zealand amounted to £50,000,000, while exports totalled £45,000,000, the actual excess of the former amounting to £4,613,988.

But while this adverse balance is generally regarded as unsatisfactory, and since it is to some extent at least an indication of present economic conditions throughout the country, a closer examination of the business being done with foreign countries will reveal in addition that the adverse trade balance for the twelve months ended April, 1927, amounted to £1,500,000, rather than the £4,500,000 of the nearest calendar year previous; that the favourable balance of some £4,000,000 for the four months ended April, 1926, increased to some £7,000,000 during the same period in 1927; and for the month of April, 1927, the value of exports exceeded that of imports by £2,300,000 in comparison with a favourable balance for April, 1926, of £1,300,000.

A return to more normal conditions than those prevailing during the past calendar year will be evident from the above statistics.

PRICES

A generally accepted indication of business conditions throughout the Dominion is the index number of the prices of exported commodities, prepared by the Census and Statistics Office, changes in which anticipate by several months turning points in the business situation. The value of this index is apparent in view of the extremely large per capita exports from the country.

The number is computed on the average prices for the years 1909-13 as a base and for the calendar year 1925 stood at 189. By April, 1926, it had

dropped to 152, and in November stood at its lowest point since early in 1922, viz. 133. From that time onward, however, the trend has been definitely upward, and for the month of April, 1927, the index number for the five groups included in the total stood at 152, or 0.7 higher than in the same month of the previous year.

During the year the index numbers of dairy produce and meat prices showed decreases of 18 and 12 respectively, while those of wool increased by 17; hides, skins, and tallow, by 28; and those of miscellaneous commodities by 4 points.

Wholesale prices with a few exceptions are continuing to decline from the high levels of 1920 and 1921. From 165 in April, 1926, the index number decreased to 161 in December, and during the early months of 1927 has shown a further drop to 154.

BUILDING PERMITS

A considerable decrease is evident in building activities during the past year. During the month of April, 1926, a total of 672 permits was issued for new buildings of an approximate value of £656,980. The figures for the month of June following were 573 and £290,343. In April, 1927, however, total permits for new buildings amounted in number to 443 and in value to £477,426, decreases from the same month of the previous year of 229 and £179,554 respectively. In addition to these figures, permits for alterations to existing buildings issued in April, 1927, totalled 742, of a value of £89,164, compared with 754 and £123,085 in April, 1926.

EMPLOYMENT

Recent low prices of staple exports have resulted in considerable increases in the number of applications for employment received by the Government Employment Bureaux. During the period from January, 1922, to May, 1925, the volume of unemployment was practically negligible. With the beginning of the winter season in June, 1925, a serious increase in unemployment occurred, the number of applications for work increasing from some 700 to 1,600 in a few weeks' time. This movement reached a climax in December, 1926, and has since shown but little improvement. In fact it is agreed by competent observers that even more unsatisfactory figures may be expected until about the end of July, when, with the change of season and with improved conditions following the anticipated higher prices for staple exports, a marked improvement is looked for.

BANKING

The volume of bank deposits in New Zealand usually exceeds that of loans by some 20 per cent. Recent adverse trade balances, however, have reduced this excess below the vanishing point and for some months loans have actually exceeded deposits. The percentage of deposits to loans for the last quarter of 1926 was 91, but during the first quarter of 1927 rose to 96½. One result of this situation has been the raising of charges on overdrafts from 6½ to 7 per cent, and a corresponding increase of a half per cent in rates offered on fixed deposits, the effect of which, it is anticipated, will be a curtailment of loans and an increase in deposits. A return to a more normal balance between loans and deposits is looked for during the second quarter of 1927.

The consensus of opinion among competent authorities is that the trade balance points to a reasonable recovery within the present calendar year, allowance being made for some continuance of pessimistic expressions and some restriction in general business activity due to the characteristic "lag" of public opinion.

REVIEW OF AUSTRALIAN TRADE, 1925-26

TRADE COMMISSIONER D. H. ROSS

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[Former reports in this series have appeared in the last four issues. The section in No. 1223 included a general review of Australian trade, with statistics of the overseas trade of the different states, comparison of the free with dutiable imports, Australian imports and exports from British and foreign countries, and a general comparison of the trade of Canada and Australia. The section in No. 1224 dealt with Australian trade with the United States, and the first of the part entitled "Importations of Interest to Canada", giving details of the imports of Canadian agricultural implements and machinery, and of the production and exports of Australian agricultural implement factories. In No. 1225 imports of motor vehicles, furniture, musical instruments, and timber were dealt with, and in No. 1226 engines, fish, medicines, fur apparel and fur skins, and dry goods.]

AUSTRALIAN IMPORTS OF RUBBER AND RUBBER GOODS

The total imports of mechanical rubber goods (excluding waterproof cloth, belting, tires and tubes, and footwear) into Australia in 1925-26 were valued at £268,065. The chief countries of origin were: United Kingdom, £112,746; United States, £142,011; France, £4,537; Germany, £4,668; and Canada, £1,559.

The imports of crude rubber, rubber waste, and masticated rubber were valued at £2,033,981. The principal sources of supply were: United Kingdom, £43,629; Malaya (British), £1,516,430; Papua, £53,158; Brazil, £67,808; and the Netherlands East Indies, £242,464. The imports of boot and apparel elastics were valued at £252,485, of which the United Kingdom supplied £148,827; Germany, £19,666; and the United States, £73,276.

AUSTRALIAN IMPORTS OF RUBBER GOODS FROM CANADA

	1924-25	1925-26	+ Increase — Decrease
Boot and apparel elastics.. . . .	£ 733	£ 115	—£ 618
Floor coverings.. . . .	458	446	— 12
Surgical gloves, etc..	1,474	2,127	+ 653
Tire covers.. . . .	222,898	421,343	+ 198,445
Tire tubes.. . . .	38,354	75,824	+ 37,470
Tires solid.. . . .	3,566	3,427	— 139
Other rubber goods.. . . .	1,257	1,559	+ 302
	£268,740	£504,841	+ £236,101

AUSTRALIAN IMPORTS OF RUBBER FOOTWEAR

The values of rubber footwear imported into Australia during the past two years were as follows:—

	1924-25	1925-26	+ Increase
Goloshes, sand shoes, etc.. . .	£79,260	£ 84,718	+£ 5,458
Gum and wading boots.. . . .	15,381	27,816	+ 12,435
	£94,641	£112,534	+£ 17,893

In goloshes (rubbers) and sand shoes the United Kingdom is credited with £32,074, the United States with £15,248, and Canada with £37,332. In gum and wading boots the sources of supply were: the United Kingdom, £10,733; the United States, £9,424; and Canada, £7,659.

The manufacture of Australian rubber footwear has substantially increased by the recent combination of a well-known Scottish company with the largest rubber company in the Commonwealth for making footwear, as apart from mechanical goods in which both compete. What effect this strong amalgamation of interests will ultimately have on imported goods remains to be proved.

AUSTRALIAN IMPORTS OF LEATHER AND OTHER FOOTWEAR (NOT RUBBER)

	1924-25	1925-26
Boots, shoes, slippers, etc.	£188,821	£193,619
Ladies footwear, textile uppers.	9,788	7,336
Other footwear, textile uppers	46,005	32,980
Slipper forms and goods for boots, etc.	115,230	85,207
Uppers and tops, soles, etc.	12,098	6,903
	£371,942	£326,045

In leather boots, shoes, and slippers the United Kingdom contributed £132,266; Switzerland, £26,100; the United States, £24,551; France, £4,266; Japan, £1,483; and Canada, £1,141. Practically the whole of the imports of ladies' and other footwear with textile uppers was supplied by the United Kingdom, with small quantities from Austria, France, Switzerland, and the United States. In slipper forms and goods the United Kingdom supplied £52,381; the United States, £24,908; France, £4,779; and Switzerland, £1,268. The supplies of uppers, tops, soles, etc., came almost entirely from the United Kingdom.

AUSTRALIAN IMPORTS OF BELTING

The appended comparative return illustrates the Australian trade in imported belting during the last two fiscal years.

Canvas and Composition

Country of Origin	1924-25	1925-26
United Kingdom.	£64,075	£51,296
Canada.	498	625
United States.	21,824	29,772
Other countries.	66	316
	£86,463	£82,009

Leather

United Kingdom.	£ 8,766	£15,912
Canada.	9	832
United States.	5,381	4,085
Other countries.	125	586
	£14,281	£21,415

Rubber

United Kingdom.	£ 3,117	£ 3,872
Canada.	1,866	3,130
United States.	8,121	10,148
Other countries.	125	377
	£13,229	£17,527

IMPORTS OF CARBIDE OF CALCIUM INTO AUSTRALIA

With an import duty of £7 10s. per long ton on carbide, oversea manufacturers have (with freights, etc.) a serious obstacle to overcome in competition with the production of the Carbide Company at Hobart. The Canadian line has excellent representation.

The imports for the last two years are given thus:—

Country of Origin	1924-25		1925-26	
	Cwt. (112 lb.)		Cwt. (112 lb.)	
Canada.	4,738	£ 4,834	8,351	£ 7,858
Norway.	19,032	15,418	17,156	14,213
Sweden.	15,595	13,024	22,037	18,316
Jugo-Slavia.	831	648	552	317
Poland.	282	203	754	712
Other countries.	149	148	332	316
	40,627	£34,275	49,182	£41,732

PORTLAND CEMENT AND PLASTER OF PARIS

Through highly protective customs duties there has been in recent years great expansion in the Australian cement industry. Some of the plants have

large production, and the industry has made such progress that, except to outlying ports, importation is anticipated to decrease to even lower figures than those of recent years. Practically all the states have shared this development.

The progress made in plaster-of-Paris production has not, so far, been on a parity with that of cement. The chief production is in South Australia, though to a lesser extent Victoria has shared in the trade. Well-known and old-established brands of United States plaster are frequently specified by architects for superior buildings, while some Canadian has been imported, though progress is slow. Freights enter largely in the landed cost of oversea plaster.

The importations into Australia in 1924-25 and 1925-26 were:—

Portland Cement

Country of Origin	1924-25		1925-26	
	Cwt. (112 lb.)		Cwt. (112 lb.)	
United Kingdom.. . . .	501,568	£74,199	402,837	£60,997
Belgium.. . . .	1,195	145	4,640	829
France.. . . .	6,844	2,254	19,315	4,852
Germany.. . . .	1,867	250	11,533	1,454
Norway.. . . .	902	208	997	477
Philippine Islands.. . . .	3,005	642	3,956	876
United States.. . . .	12,333	5,243	11,395	4,751
Other countries.. . . .	9	2	39	12
	527,723	£82,943	454,712	£74,248

Imports of Plaster of Paris

Country of Origin	1924-25		1925-26	
	Cwt. (112 lb.)		Cwt. (112 lb.)	
United Kingdom.. . . .	6,198	£ 3,593	6,841	£ 3,466
Canada.. . . .	2,244	505	3,239	1,167
France.. . . .	2,363	680	2,655	496
Germany.. . . .	60,438	12,077	16,553	3,324
Italy.. . . .	211	56	404	127
United States.. . . .	33,995	17,245	40,903	15,561
	105,449	£34,156	70,595	£24,141

MISCELLANEOUS IMPORTS FROM CANADA

Included in this miscellaneous schedule are a number of lines of varying magnitude which in the Commonwealth trade returns of 1925-26 are credited to Canada as the country of origin.

These goods and products are of a diversified character and (in part) are embraced in seeds (£4,670); oilmen's stores (£3,270); paints and varnishes (£7,780); abrasives (£1,096); vacuum cleaners (£6,672); gramophones and records (£14,065); brushware (£2,195); watches (£1,504); cream separators (£915); packing (£481); wall and ceiling parts (£5,577); celluloid sheets (£268); electrical insulators (£901); and unspecified articles (£21,691).

The above particulars are given to illustrate the variety of lines of Canadian manufactures which have been introduced into the Australian market.

AUSTRALIAN PAPER AND PULP MARKET

Commercial Intelligence Journal No. 1209, of April 27, 1927, contained an exhaustive review of the Australian market for Canadian and other oversea lines of paper and pulp. Every phase of the market requirements of newsprint, writing papers, kraft paper, and pulp was commented upon, supplemented by data relative to the extent and output of Australian paper mills.

The published trade returns of the Commonwealth now available at the Department of Trade and Commerce, Ottawa, can supply to particularly interested mills more detailed statistics relative to minor lines of paper such as absorbent, duplicating, blotting, millboards, strawboards, corrugated, fancy covering, cartridge, copying, insulating, filter, fruit wrapping tissue, gummed, litmus, photographic, felt, parchment, roofing, stencil and carbon paper, etc., which in the aggregate represent large figures.

CANADIAN HAY PROSPECTS IN NORTH OF ENGLAND

TRADE COMMISSIONER HARRY A. SCOTT

Liverpool, July 21, 1927.—Continued cold weather during May and the first half of June retarded the growth of the English hay crop. Added to this, harvesting has since been seriously affected by wet weather. The hay cut has in many cases been badly damaged, and the crop still to be harvested is overgrown. It should be emphasized, however, that the South of England has been more seriously affected than either the Midlands or the North. It is reported that drought conditions in southern districts are responsible for very light yields. In the northern sections sufficient rain came during the first half of June to considerably improve the weight of hay. The clover and rye grass of this district has been the most seriously damaged by the wet weather of the past few weeks. On the other hand, the meadow and upland hay of this part of England has not so far been very much affected. A great deal will depend on weather conditions during the next ten days' harvesting, as upland and meadow hay crops are usually about two weeks later than clover in the North.

It is estimated by dealers interviewed that clover hay normally accounts for around 30 per cent of the total crop in the main hay-growing sections of this district, the upland crop about 30 per cent and the remaining 40 per cent meadow hay. It is generally anticipated that there will be a heavy second crop of clover, but being so late in the season, the weather may be such that harvesting will be difficult.

Taking the North of England as a whole, the cutting of the present crop is not considered far below average in quantity, but the quality has been definitely affected, with the result that dealers interviewed anticipate a good demand for Canadian hay this season, at improved prices. In view of the fact that the amount of hay available is not seriously below normal, a great deal will depend on the quality of the Canadian crop. If it is well harvested, there should be a relatively better demand in this district, on account of the inferior quality of the domestic product. Recent purchases have been made on the basis of 80s. to 82s. 6d. per long ton, c.i.f. Liverpool. While importers agree that prices will go up a few shillings a ton later on, current offers from Canadian shippers at 90s. have been turned down as being higher than this market will pay at present.

While certain other ports favour timothy hay, the preference in Liverpool is for No. 2 clover mixture consisting of half timothy and half clover, and should be as green as possible. The greatest care should be taken in seeing that shipments are up to the standard grade mentioned, as several complaints have been made from time to time by importers regarding the quality of some of the shipments coming to this port.

IRISH FREE STATE BUSINESS CONDITIONS

TRADE COMMISSIONER F. W. FRASER

Dublin, July 15, 1927.—No appreciable change is noted this month in Free State business. Bank clearings have again declined as compared with last year and although railway traffic receipts are higher than those for the corresponding period in 1926, it must be remembered that loadings were seriously interrupted last year as a result of the coal stoppage in Great Britain. On the other hand, the railways will not have to face this year the huge expenditure caused by that crisis. The trade returns for the first five months of 1927 show an increase of almost £1,000,000 in exports and about £400,000 in imports. The returns for the month of May, however, show an increase in imports and exports of over £1,000,000 each, from which it would appear that the increase is due simply to

a recovery from the abnormal depression occasioned by the coal strike in Britain, rather than to any great improvement in business.

Retail trade suffered during June on account of the unseasonable weather, but in the past ten days of sunshine have given a much needed fillip to retail buying, particularly in men's and women's wear.

Dublin Bank Clearings.—For the first twenty-eight weeks of the year these stood at £133,736,400 as against £134,548,300 in the corresponding period of last year.

Railway Traffic Receipts.—An increase is shown in the traffic receipts of the Irish railways for the first twenty-seven weeks of 1927, as compared with last year. In the case of the Great Southern Railway, the figures were £2,098,922, an increase of £42,795. When it is considered that the first half year of 1926 showed a decrease of £77,723 from the 1925 figures, which were in turn £322,940 below the 1924 returns, the 1927 results are distinctly encouraging. Although both the Great Northern and County Down railways show a decline during the 1927 period, this is not nearly so great as took place in 1926 and 1925.

Foreign Trade.—The foreign trade returns for the five months, January to May, 1927, show an increase in imports of over £522,000 for the period and in exports of £945,000, re-exports declined by £40,000. Imports from Great Britain and Northern Ireland increased, as also shipments from the United States, Argentina, Canada, Holland, and Sweden. Declines took place in consignments from Germany, France, Australia, Czechoslovakia, South Africa, Roumania, Poland, and Norway. In exports, Great Britain, the United States, Canada, Germany, Holland, France, Norway, and New Zealand show increased purchases, while decreases took place in shipments to Northern Ireland and South Africa.

The value of imports, exports, and re-exports for the first five months of 1927 are shown below:—

Country	Imports	Exports	Re-exports
Great Britain—			
1926	£16,045,030	£11,261,974	£212,346
1927	16,236,848	12,215,369	203,018
Northern Ireland—			
1926	2,633,989	2,113,307	120,200
1927	2,638,339	1,867,428	84,337
Other countries—			
1926	5,326,364	427,724	3,607
1927	5,652,259	655,255	8,862
Total—			
1926	£24,005,383	£13,803,005	£336,153
1927	24,527,446	14,748,052	296,217

Agriculture.—By the middle of June pastures were showing the effects of drought, but a great improvement took place during the latter half of the month as the result of much needed rain. Fields which were top-dressed in winter or early spring with basic slag or other phosphatic manures have shown up in marked contrast with fields which were not so treated. Dairy cows as well as dry stock were adversely affected by the unfavourable weather conditions. The progress of hay making has been seriously retarded by the unsettled weather and the first crop is likely to prove below average. The wheat, oat and barley crops have suffered a severe set-back, as a result of the long period of drought at the end of May and during the first fortnight of June, and further by the low temperature which prevailed throughout the latter month. A considerable improvement was shown towards the end of the month, however, and crops are expected to give normal yields on the whole.

Average supplies of cattle were on offer at fairs and trade generally showed little change from the previous month. Demand was limited mainly to nicely bred young stores in good condition and well finished beef cattle. Live weight prices for choice well-meated cattle ranged from 40s. to 48s. per cwt.

SUMMARY OF THE TRADE OF CANADA: MONTH, THREE MONTHS, AND TWELVE MONTHS ENDING JUNE 1927

(Compiled by External Trade Branch, Dominion Bureau of Statistics)

Main Groups	Month of June, 1927			Three Months ending June, 1927			Twelve Months ending June, 1927		
	Total Imports	From United Kingdom	From United States	Total Imports	From United Kingdom	From United States	Total Imports	From United Kingdom	From United States
	\$	\$	\$	\$	\$	\$	\$	\$	\$
<i>Imports for Consumption</i>									
Agricultural and vegetable products.....	23,334,945	5,159,505	10,137,939	55,954,431	10,560,617	26,004,034	220,565,185	40,900,916	190,264,247
Animals and animal products.....	4,349,299	361,379	2,665,277	13,170,852	1,432,956	8,103,055	53,688,057	5,331,954	35,341,480
Fibres, textiles and textile products.....	14,337,248	5,362,304	4,949,040	40,668,665	15,091,133	14,836,185	183,190,989	72,773,454	65,907,131
Food, wood products and paper.....	4,560,824	433,522	3,893,917	12,191,204	1,022,848	10,144,988	49,128,703	4,097,724	41,852,742
Iron and its products.....	24,374,288	1,734,159	21,859,400	73,656,574	4,726,145	66,840,885	239,972,281	16,021,488	216,067,707
Non-ferrous metals and their products.....	5,049,533	612,355	13,858,682	1,633,468	11,195,585	5,956,613	55,172,215	5,956,613	44,922,349
Non-metallic minerals and their products.....	16,910,584	2,093,537	11,839,112	37,715,319	4,390,024	28,322,795	159,167,068	10,140,493	131,678,941
Chemicals and allied products.....	2,972,715	331,983	8,535,962	960,366	2,556,137	5,879,106	62,645,754	4,566,236	21,452,374
Miscellaneous commodities.....	5,128,950	802,284	3,503,800	13,976,764	2,556,137	9,503,481	61,724,027	9,586,056	43,901,139
Total imports, 1927.....	101,018,386	16,897,028	64,912,374	269,728,453	42,373,694	180,830,086	1,055,254,279	169,375,044	701,508,039
1926.....	91,513,173	13,806,364	62,089,523	245,356,679	36,940,923	167,028,545	962,178,723	163,284,418	637,912,527
1925.....	75,517,505	13,050,860	49,302,489	210,516,688	37,387,715	138,835,655	808,822,004	153,468,702	517,452,930
<i>Exports (Canadian produce)</i>									
Agricultural and vegetable products.....	45,882,297	16,781,668	5,908,061	142,237,029	82,652,873	14,407,857	587,392,911	343,393,907	60,702,573
Animals and animal products.....	12,474,607	3,852,795	7,099,983	29,381,774	8,129,336	17,525,072	169,873,662	64,196,052	80,948,276
Fibres, textiles and textile products.....	1,189,425	328,849	493,971	2,610,956	561,291	996,107	8,900,568	1,114,605	3,881,123
Wood, wood products and paper.....	27,004,871	2,344,103	21,679,972	67,138,409	3,997,322	57,032,454	286,723,388	16,797,933	243,511,443
Iron and its products.....	5,945,179	772,885	17,254,494	2,943,202	2,943,202	2,732,909	74,628,355	8,822,949	10,430,859
Non-ferrous metals and their products.....	8,039,058	1,593,475	3,512,294	19,965,533	4,341,160	9,032,664	83,941,591	15,269,697	40,922,162
Non-metallic minerals and their products.....	2,419,562	268,670	1,255,962	5,783,257	575,985	3,435,031	28,004,056	2,434,445	16,751,922
Chemicals and allied products.....	1,404,053	463,771	1,469,439	3,713,802	925,385	1,612,359	17,021,037	3,712,765	8,332,847
Miscellaneous commodities.....	1,319,401	241,587	4,693,754	4,693,754	1,792,479	1,833,456	18,832,665	4,862,743	10,161,417
Totals, 1927.....	105,678,453	26,647,803	41,902,055	292,799,008	105,219,033	108,577,904	1,275,261,233	460,605,096	475,632,624
1926.....	118,188,590	40,066,025	37,329,312	269,665,281	91,490,038	99,364,819	1,335,321,955	514,686,071	469,632,323
1925.....	93,462,993	30,476,132	27,781,894	249,729,117	85,041,527	104,419,853	1,078,546,094	393,757,212	429,239,632
<i>Exports (Foreign produce)</i>									
Totals, 1927.....	1,522,158	107,254	1,261,465	4,103,997	273,798	3,384,044	15,819,726	1,071,791	13,228,489
1926.....	1,210,251	184,187	891,430	3,699,907	347,518	3,067,966	14,271,082	1,162,917	11,713,651
1925.....	856,134	82,094	703,392	2,773,171	213,184	2,319,213	12,160,237	1,134,357	9,894,442
<i>Excess of Imports (i) or All Exports (e)</i>									
1927.....	(e) 6,182,225	(e) 9,858,029	(i) 21,748,874	(e) 37,174,552	(e) 63,119,137	(i) 68,868,138	(e) 235,826,680	(e) 292,301,843	(i) 212,646,926
1926.....	(e) 27,885,668	(e) 26,443,848	(i) 23,868,781	(e) 28,028,509	(e) 54,896,633	(i) 64,595,730	(e) 387,414,314	(e) 352,564,570	(i) 156,266,543
1925.....	(e) 18,801,622	(e) 17,507,366	(i) 10,817,203	(e) 41,985,600	(e) 47,866,996	(i) 32,096,589	(e) 281,884,327	(e) 241,422,867	(i) 78,318,856

IMPORT TRADE OF TRINIDAD, JANUARY TO JUNE, 1927

ASSISTANT TRADE COMMISSIONER R. T. YOUNG

Port of Spain, July 15, 1927.—In the six months' period, January to June, 1927, 683 tierces, 2,424 barrels and 185 half barrels of beef were imported into Trinidad, as compared with 448 tierces, 3,288 barrels, and 213 half barrels during the same period in 1926. Sources of supply are not stated, but the trade of this commodity is strongly in favour of Canada. Imports of beer, chiefly from England, Holland and Germany, totalled 10,083 cases as compared with 8,115 cases in 1926 (Canada 25 cases against 234 cases). Fish imports (chiefly from the Maritime Provinces) amounted to 8,153 casks and 11,673 boxes against 5,235 casks and 9,054 boxes.

Canada is practically the sole source of supply for flour: 131,274 bags and 1,166 half bags against 131,232 bags and 5,476 half bags. Some 2,761 tierces and 7,083 tubs of lard compound were brought in, against 2,859 tierces, 152 barrels and 8,096 tubs in 1926. Imports of oil-meal were 9,565 bags against 26,133 bags; of oats, 19,014 bags against 17,902 bags; of porkstuffs, of 2,814 tierces, 1,874 barrels and 164 half barrels against 724 tierces, 4,030 barrels and 144 half barrels; of butter, 4,145 cases against 155 firkins and 6,414 cases; and of condensed milk, 30,252 cases against 29,567 cases.

Imports of cement for the period were 33,795 barrels against 30,117 barrels. Countries of origin are not stated.

The United States continues to hold the timber and lumber market, which is principally in pitch pine. Douglas fir is gaining a foothold, but considerable pioneer work requires to be done. It is hoped that in the specifications which are to be shortly issued by the Department of Public Works for the coming year's undertakings, a certain amount of Douglas fir will be called for in place of pitch pine. The United States is credited with 5,516,838 feet against 3,609,596 feet and Canada with 2,926,455 feet (principally Douglas fir) against 1,362,904 feet.

MARKET FOR LARD IN MEXICO

TRADE COMMISSIONER C. NOEL WILDE

Mexico City, July 16, 1927.—Lard forms one of the principal items of import into Mexico, and the trade, in spite of recent setbacks, has been increasing rapidly during the past few years. It is used exclusively for culinary purposes, and it may be said that all classes employ it daily, although there is a tendency among the more progressive families to turn to vegetable oils and lard substitutes.

The local manufacture of lard, and indeed of all hog products, is not yet organized on a substantial commercial basis, and the total production is far from meeting the needs of the community. It appears probable that this situation will last for many years, and that Mexico will continue to draw the greater part of her requirements from foreign sources, in spite of the favourable conditions for the breeding of hogs which exist in many parts of the country.

STATISTICS

Imports of lard into Mexico for the years stated, in metric tons and Canadian currency equivalents, were as follows: 1919, 5,341 (\$2,512,447); 1923, 21,654 (\$5,746,050); 1924, 18,024 (\$5,334,089); 1925, 23,528 (\$8,438,371). The United States dominates the market. Comparatively small quantities were imported from China in 1919 and 1925, and from Brazil in 1923. The overwhelming preponderance of the United States as a source of supply is due partly

to geographical conditions and ease of communication, and partly to the wide ramifications of the trade itself combined with the very complete organization maintained in Mexico by the packers, and to the enormous increase which has taken place in imports during the post-revolutionary period. The latter is attributable partly to a reduction in the customs duty from 10 centavos to 5 centavos per kilo made in 1922, and partly to a shortage of local supplies in consequence of the decrease in the number of live stock during the revolutionary period.

No figures are available from Mexican sources subsequent to 1925; the following, however, shows the value of the exports from the United States for the first four months in 1927 as compared with a similar period in 1926 (figures in Canadian currency):—

	1927	1926
January.. . . .	\$ 506,650	\$ 682,022
February.. . . .	652,562	665,683
March.. . . .	441,966	655,409
April.. . . .	312,778	747,186
Total four months.. . . .	\$1,913,956	\$2,750,300

From *United States Commerce Reports* for July 4, 1927.

It will be observed that the exports of lard from the United States suffered a serious decrease during the present year, and that this decrease was accentuated during the months of March and April. According to some authorities, this is due to the reduced purchasing power of the peon class, but a further and more probable reason may be found in increased customs duties, which took effect at the beginning of March, as mentioned later under the heading of "Tariff".

SOURCES OF SUPPLY

Until about three years ago, some four or five of the largest packing houses in the United States did the greater part of the trade, but at that time several smaller houses entered the market, quoting prices about 50 cents to 60 cents per 100 pounds below those of their competitors; a union of these various small firms was then formed, which placed its interests in the hands of one firm of agents in Mexico City. For some time this union was successful, but its sales subsequently decreased; this gave an opportunity to other still smaller packers who had not hitherto competed, and it is understood that a large share of the business is now in the hands of four or five of these. The result is that there is at present increased competition at lower prices, combined with a decreased demand as mentioned above.

PORTS OF ENTRY

The greater part of the lard shipped to Mexico arrives all-rail, Laredo being the principal port of entry. Until recently, an average of about ninety cars per month arrived by this route, although it is understood that receipts at present do not exceed thirty cars per month. Shipments also arrive overland through El Paso, but in much smaller volume.

Shipments are also made by water to Tampico, Veracruz, and other Gulf Coast ports, these usually being sent all-rail to Galveston or New Orleans, and thence transferred to steamers. Chinese lard is shipped to Pacific Coast ports, such as Manzanillo, Mazatlán, and Salina Cruz, but on account of the internal condition of China this trade has now practically ceased.

In general, it may be said that by far the greater portion of the imports pass through Laredo, and prospective exporters should investigate the possibilities of this route in preference to others.

QUALITIES IN DEMAND

It is recognized that imported lard is superior to that produced in the country, but the quality required varies with the district in which it is con-

sumed. In the central plateau (where the bulk of the business is done) the demand is for a hard, smooth, white lard which has been cooled over chilled rollers by the packers; on the other hand, the Gulf Coast and other parts of the hot country take a somewhat more grainy product.

This difference is due to the fact that all lard is liable to liquify in the tropical area of Mexico, and will afterwards solidify in the "grainy" form; purchasers have become accustomed to this appearance, which is unavoidable, and thus there is no object in shipping mechanically chilled lard to this area. In the more temperate regions, however, lard will retain its smoothness after being mechanically chilled, and for this reason "grainy" lard cannot be sold there. Thus the white hard lard suitable for the central plateau and other parts of the "cold country" should not be shipped to such ports as Veracruz or Tampico, and likewise the "grainy" product, known locally as "chicharrón", should not be supplied to buyers in Mexico City or other points in the more elevated sections of the country.

HOW THE BUSINESS IS DONE

There are several special features in connection with the market for foreign lard in Mexico which require attention on the part of prospective exporters; these features are largely the result of the rapid variations in the price of lard which take place in the principal markets of the world and the consequent necessity of speed in closing contracts for purchase.

Thus the agent for a firm of packers does not, as a rule, maintain local stocks in the country; practically the whole of the business is done by telegram, and sales are made on the basis of latest telegraphic quotations. In practice, a usual arrangement is as follows:—

At the beginning of each week the agent receives a telegram from his principals giving quotations on the (say) Chicago market as at noon on Monday; this telegram would arrive on the afternoon of the same day, and the prices are considered as firm until the receipt of a further telegram, which may happen daily, or even two or three times a day in the case of a fluctuating market. If the market is steady, however, the Monday price rules until the arrival of the telegram for the following week.

On receipt of the telegrams, the agent immediately canvasses his market in an endeavour to secure orders for carload lots, and telegraphs these orders to his principals as soon as obtained. Lard is generally purchased by wholesale grocers, who in turn sell to the retail trade; it is unusual for the agents of the packers to make sales of lard direct to retailers, although this method is customary in the case of other packing-house products such as hams and bacon.

Prices of lard are usually quoted in cents per pound c.i.f. Laredo, Texas, consular fee included. Quotations are for carload lots, the full carload being a thousand tins; in practice, however, eight hundred tins are frequently considered as a carload.

When being sent by the all-rail route, the lard is shipped in refrigerator cars to the care of a customs broker in Laredo or other port of entry, this customs broker being selected by the buyer and, of course, approved by the seller. He attends to the preparation of the consular invoice, clears the shipment through the customs, and reconsigns it to either the purchaser or the agent in Mexico as may be arranged.

It is customary to transfer the shipment from refrigerator to ordinary box cars at the border, in order to avoid the high charges upon the former which are made by the Mexican railways; but during the hottest part of the summer (say, for two months in the year) this is impracticable on account of the liability of the lard to liquefy, and it is then shipped in refrigerator cars to final destination. Detailed arrangements on this point are made between the customs broker and the agent, and the matter is of minor importance to the seller, whose responsibility ceases at the international border. All cars are braced to prevent lateral movement of the tins in transit.

With regard to the handling of documents, the originals of these are usually sent to the care of an approved bank in Laredo or other port of entry, and *copies*, with draft attached, to the agent. This is necessary because the originals are required by the customs broker in order to clear the shipment and therefore cannot be sent to the purchaser; the purchaser himself may be hundreds of miles from the border, but he has to see the nature of the invoices before accepting the draft, so copies are provided for his use. On arrival of the shipment at border point, the bank holding the original documents telegraphs the agent to that effect, who immediately gets in touch with the purchaser in order to secure the acceptance of the draft. Upon this being done, the agent telegraphs the bank saying that the draft has been accepted, and instructs them to deliver the original documents to the customs broker.

The accepted draft may remain in possession of the agent until due, who would then collect and remit to his principals. On the other hand, it may be turned into a bank, which would be responsible for collection and remit direct. The agent does not, as a rule, deduct his commissions from collections, settlement for these being made monthly.

The cost of all telegrams is invariably borne by the seller.

PACKING

Lard for the Mexican market is invariably packed in square tins (similar to the ordinary 5-gallon tin used for gasoline), each of which contains 37 pounds net. The metal of which the tin is made should be of sufficient strength to resist rough handling, and the standard adopted weight 3 pounds empty. The tins are hermetically sealed before shipment, and are lithographed or labelled with the name and trade mark of the shipper, with any other design that may be desired.

Barrels and tubs are not used in shipping lard to Mexico, on account of the additional weight involved (which would increase the duty payable) and also on account of the local preference for the standard metal container.

TERMS

Terms of payment are usually thirty days after arrival of cars at border, and more extended terms are practically never granted. Occasionally sales are made for cash on arrival at border points, in which case a discount (generally 1 per cent) on quoted prices is given.

The commission allowed to the agent is usually 2 per cent of gross sales.

PRICES

In view of the rapid fluctuations in quotations, it is difficult to give an idea of the prices which will enable Canadian exporters to compete. It may be mentioned, however, that at the moment of writing (July 13, 1927) one firm of agents is quoting a figure of 14 cents United States currency per pound c.i.f. Laredo and 13½ cents per pound c.i.f. Veracruz, in thousand-tin lots. These figures will enable packers to estimate the possibilities of the market. A price of ¼ cent per pound below those given should enable a substantial business to be done.

TARIFF

The customs duty on lard is at present 7 centavos per gross kilogram, equal to 1.58 cents Canadian currency per pound. This duty was imposed on March 7 last, prior to which date it was 5 centavos per gross kilo (equal to 1.13 cents per pound). As already mentioned, the increase has resulted in restriction of imports, which is likely to continue until the market has adjusted itself to the new conditions.

All duties are subject to surcharges of 10 per cent and 2 per cent respectively for Federal and municipal purposes.

The fee for certification of consular invoices is 10 per cent of the invoice value of the shipment.

LUMBER TRADE OF THE BALTIC COUNTRIES

ASSISTANT TRADE COMMISSIONER J. C. MACGILLIVRAY

Hamburg, July 16, 1927.—The favourable situation of the world lumber market together with the prospects of an increased consumption, particularly in the Continental markets, have not been without some effect on the export sales and forest policies of certain of the countries bordering on the Baltic sea. In many of these states there have been marked increases in foreign sales during the past year, but at the same time steps are being taken to rationalize the yields of the forests and prevent their waste.

RUSSIA

In Soviet Russia, which is the chief lumber reservoir of Europe, the forced heavy lumber exports of recent years have been more a case of fiscal considerations than of sound economic policy. In that country a certain stated quantity of timber is set aside for cutting each season and last year this quota could not be all obtained. This was partly accounted for by the fact that the late opening of navigation on the inland waterways greatly hindered the local saw-mills in obtaining raw materials and was reflected in the decreased exports, which declined nearly 18 per cent from 3.9 million cubic metres in 1924-25 to 3.2 million cubic metres in 1925-26. A further decline may also be anticipated during the present year as cutting operations were accomplished only under very unfavourable conditions and trouble was also experienced in the rafting operations. In addition, the building program mapped out in Russia for the present summer is extensive and will have the effect of further lowering the exportable surplus.

In dealing with Russia, another point to be taken into consideration is the poor and worn-out condition of most of the saw-mills. The machinery is old and in want of repair which, without doubt, is a heavy charge on the cost of production and must react on Russian competition with other lumber-exporting countries where the technical plants are more up-to-date.

FINLAND

Although Finland was more than ever under the influence of Russian and Polish competition last year, her lumber exports reached the record figure of 1,120,308 standards as against 1,031,722 standards in 1925. This appears to entirely agree with present prices and is principally attributed to regional combination on the part of the Finnish producers.

At the present time, the question of the use and accumulation of the forestry resources of the country are being keenly discussed, particularly as logs and rough sawn lumber have recently become more prominent among the export shipments. There is a demand for the introduction of an export duty on these products based on the theory that continued exports of the raw material will be a severe drain on the forest reserves of the republic and will adversely affect the domestic saw-milling and paper industries. Incidentally it might be mentioned that, according to the latest information, the forest resources of Finland are increasing rather than decreasing.

Great Britain, which last year took 44 per cent of the total exports, is the chief factor in the fixing of prices on the Finnish lumber market. Another 20 per cent of the total went to Holland, while Germany was also an important customer, purchasing about 12 per cent.

POLAND

In 1926 the exports of lumber from Poland reached dimensions which were unattainable in previous years, even under the export influence of currency

inflation. The total exports amounted to 4,968,906 tons valued at 206.4 million gold zloty, whereas in 1925 the figures were 3,267,055 tons valued at 225.9 million gold zloty (1 gold zloty=19.3 cents.) It will thus be seen that while quantity exports increased 52 per cent, the value had fallen by 9 per cent, and these figures illustrate the Polish export policy which appears to be solely governed by a desire to create a favourable trade balance. This has led to export shipments being offered at "dumping" prices with little or no profit to the producers.

It is evident that a continuance of this practice will in a short time lead to a depletion of Poland's forests. Indeed a shortage of Polish pine is already reflected by an increasing demand for Douglas fir in Germany.

LITHUANIA

Forest products are one of the most important items in the trade of Lithuania, and conditions in the world lumber markets are largely responsible for determining whether this country will have a favourable or unfavourable trade balance. The lumber exporters of the republic have found it very difficult to meet Russian and Polish competition despite the fact that the forests in the latter country are inland while those in Lithuania are in close proximity to the seaboard. This is shown in the decreasing exports which in 1926 were valued at only 54 million lit (1 lit=say 10 cents) against 75.5 million lit in 1925, a decrease of 29 per cent.

As a result of the increasing demand for pulpwood in the cellulose industries in East Prussia, there has been a rise in the exports of this commodity from Lithuania. These have not, however, been equal in value to the shipments of lumber and lumber products.

Germany is the principal buyer of Lithuanian forest products although England is showing an increasing interest in both logs and lumber.

ESTHONIA

Esthonia has recently taken steps to conserve her forests and do away with wasteful felling. She also has considerably reduced the areas of her felling reserves.

Last year exports of forest products had increased 9 per cent over 1925 and were valued at 1,837.7 million Esthonian marks (1 Esthonian mark=say 27 cents), which accounts for about 19 per cent of the country's exports. Lack of tonnage together with high freight rates and little desire to buy on the part of the English market prevented these figures from being higher.

The principal exports were semi-raw materials such as boards, sleepers and pit props, while finished goods were of secondary importance. Untreated standard goods were not remunerative owing to the heavy export duties.

The exports of the raw and semi-manufactured products were valued at 1,300 million Esthonian marks. Of the total exports 73.6 per cent valued at 1,349.8 million Esthonian marks went to England.

LATVIA

In Latvia a depression in the lumber industry has handicapped any outstanding developments. In addition, it was seriously affected by the coal strike in England through which it received a check from which it has only recently begun to recover.

Another handicap has been the sales policy of forest finance and the continued high export duty which have not only affected export trade but also made themselves felt in the home market. For these reasons very little export business at competitive prices has been concluded.

GENERAL CONDITIONS IN CZECHOSLOVAKIA

TRADE COMMISSIONER L. D. WILGRESS

[Former reports in this series were published in No. 1219 (Flour), No. 1222 (Provisions), No. 1223 (Motor Vehicles), and No. 1224 (Area and Population, Trade Routes and Transportation, Natural Resources, and Agricultural Production).]

MANUFACTURING INDUSTRIES

The Republic of Czechoslovakia embraces about three-fourths of the manufacturing industries of the former Austro-Hungarian Empire. The most important of these industries are the manufacture of glassware, cottons, woollens, linen, iron and steel and machinery, china-ware, leather, wood and paper.

Glassware.—The glass industry is of great importance to the export trade of the Republic. Bohemian cut-glass and Gablonz goods are known all over the world. It is estimated that Czechoslovakia can produce 415,000 tons of hollow glass, 132,000 tons of plate and window glass, and 187,000 tons of special glass per annum. The number of hands employed is about 90,000. Generally speaking, the industry was working in 1926 at around 50 per cent of capacity.

The Gablonz industry is located in the foothills of the Giant Mountains in Northern Bohemia. It is largely a household industry. The workers are supplied with glass rods, which they work up in their own homes. Once a week they deliver the products to the exporting firms, who are mostly located in the town of Gablonz. The products produced cover a wide range of glass art goods, imitation jewelry, beads, novelties and ornaments. Glass bangles for India are one of the specialties of the industry. Well over 90 per cent of the entire production of Gablonz goods is exported abroad. The glass rods which form the raw material for the industry are produced by two firms near Gablonz.

Textiles.—The Czechoslovak cotton industry is also chiefly located in northern Bohemia, in the district of which Reichenberg is the centre. There are in the whole republic 86 cotton-spinning mills with about 3,572,000 spindles. This is about 75 per cent of the spinning mills of former Austria-Hungary. The cotton-weaving mills operate approximately 130,000 mechanical looms. The weaving industry has lately passed through a period of great depression, but conditions are now reported to be improving.

The woollen industry of Czechoslovakia comprises about 34,000 looms and 800,000 spindles for carded yarn and 400,000 spindles for worsted yarn. The majority of mills have lately been working at between 60 to 70 per cent of capacity. The industry is dependent largely upon export trade with the other Danubian countries. The chief centres of the woollen industry are Brno (Brünn), Silesia, and northern Bohemia.

Nearly the whole of the former Austro-Hungarian linen industry is located in Czechoslovakia. There are 26 flax-spinning mills with 284,793 spindles and 140 weaving mills.

Iron and Steel.—The production of iron and steel in Czechoslovakia is about half the pre-war Austro-Hungarian output. There are altogether 27 blast furnaces capable of producing 1,600,000 tons of pig iron. The capacity of the steel works is 1,500,000 tons of steel annually. The present output is about 30 per cent below these figures, the production of pig iron in 1925 being 1,159,000 tons. The chief centres of the industry are Kladno near Prague and Vítkovice, Moravska-Ostrava and Trinec in Silesia. Half of the iron ore required must be imported from Sweden, Yugoslavia and other countries. Only about half the production of iron and steel is consumed in Czechoslovakia. In 1926 the Czechoslovak producers joined the European Raw Steel Trust and the exports are regulated by international agreements.

The Czechoslovak machinery industry is highly developed. Its products are exported to other countries, considerable quantities of machinery having lately

been shipped to Russia. Among the products for which Czechoslovakia has secured a reputation abroad are machines for the sugar-beet industry, agricultural implements and machines of all kinds, railway rolling-stock, and machinery for breweries, distilleries and coal mining. Other products, such as electro-technical appliances, gasoline motors, automobiles, tractors, are also manufactured on a large scale, but chiefly for domestic consumption.

Chinaware.—There are about 70 factories in Czechoslovakia manufacturing porcelain or chinaware. The industry is chiefly centred around Karlovy Vary (Carlsbad), where most of the necessary raw materials and cheap brown coal are available. The industry has to depend to a large extent upon export trade, the products exported including decorated or coloured porcelain, white porcelain and electrical porcelain. In 1926 a total of 30,400 metric tons were shipped abroad, the United States being the most important market.

Leather.—Czechoslovakia has retained about two-thirds of the leather industry of the former Austro-Hungarian Empire. There are about 260 leather factories in the republic, and the principal kinds of leather are sole, chrome, calf, box-calf and kid. The glove industry centred in the Prague district exports 90 per cent of its production to all parts of the world. There are nearly 200 boot and shoe factories in Czechoslovakia with a capacity of forty million pairs a year or over five times the home consumption. The actual output is around 25 million pairs. Czechoslovakia footwear enjoys a good reputation in foreign markets.

Wood.—The forest resources of Czechoslovakia have given rise to a very considerable lumber industry, the products of which are exported in large quantities. There are over three thousand sawmills in the republic. Of manufactured wood articles the largest export is that of furniture, particularly bent-wood furniture, but a number of other kinds of woodenware are also exported, such as toys, wooden cases and musical instruments. For the latter the resonance wood found in the Bohemian forest is the basis of a considerable industry.

Paper.—Czechoslovakia is one of the leading pulp and paper producing countries of Central Europe. There are 76 paper mills with an annual output of 175,000 tons, of which about 60 per cent is exported. The production is very diversified and many special kinds of paper are manufactured besides news-print and other ordinary grades.

PRESENT TRADE CONDITIONS

The above review of the most important manufacturing industries of Czechoslovakia will indicate the extent to which these industries are dependent upon export trade. Before they were supplying a home market with a total population of fifty million people. Czechoslovakia has embraced three-fourths of the manufacturing industries of the former Austro-Hungarian Empire, but these industries are now protected only in a home market of less than fourteen million people. In the other succession states they not only have to compete with other foreign countries, but in many cases these states have adopted the policy of fostering local industries behind the shelter of high tariff walls.

This situation has greatly affected the prosperity of the Czechoslovak industries. In the last three or four years the position has become aggravated by the policy of currency deflation followed by the Czechoslovak Government and the competition of other countries with depreciated exchanges. This latter factor has been the chief cause for the depression in the glass industry, which has particularly experienced increased Belgian competition in foreign markets. The textile industries, on the other hand, have chiefly suffered through adverse tariffs in the other Danubian countries.

This spring the industries of Czechoslovakia were stated to be operating at 80 per cent of capacity. The unemployment figures for February, 1927, gave

the number of unemployed persons, who unsuccessfully applied to the Labour Exchanges for work, at 83,205 and the number of persons in receipt of unemployment pay through the trade unions at 31,431. In the summer of 1926 the number of unemployed ranged between 60,000 and 70,000. In general, the industries are now reported to be better employed than last summer, which is considered to have been the worst period of the trade depression. The increase in unemployment during the winter can be attributed to seasonal causes. The textile industries are now more active. The increase in building resulting from the state guarantee of 120 million crowns is having a favourable effect on the domestic demand for iron and steel, cement and lumber. On the other hand, those industries working mostly for export, such as the glassware and porcelain industries, are still depressed, although they are beginning to benefit from the stabilization of the currencies of Western European countries. In general, there has been an improved tone in Czechoslovak business during recent months arising from increased industrial activity.

CURRENCY

The currency unit in Czechoslovakia is the koruna or Czechoslovak crown. When the republic was formed in 1918 the notes of the Austro-Hungarian Bank were in circulation. The new Czechoslovak Government made arrangements in March, 1919, for stamping these notes, and in order to reduce the total amount in circulation part of the notes submitted for stamping were retained in exchange for treasury certificates as a compulsory loan. A few months later the stamped notes commenced to be replaced by newly printed Czechoslovak notes. A law was also passed prohibiting the issue of any new uncovered notes, so that the Government early took steps to counteract currency inflation.

Further steps to place the currency upon a stable basis were taken in a law, passed on April 14, 1920, providing for the foundation of a national bank of issue. Owing to disturbed conditions advantage could not be taken of this law until 1926. In the meantime the Banking Office of the Ministry of Finance continued to exercise the functions of a bank of issue. Under its administration the exchange value of the Czechoslovak crown, after declining slowly until the end of 1921, commenced to appreciate. In 1922 the exchange rate was stabilized at around \$0.0297, at which figure it has remained ever since.

The law of April 14, 1920, was amended on April 23, 1925, and the National Bank of Czechoslovakia was constituted to take over the functions of the Banking Office, which it did on April 1, 1926. The National Bank has the sole right of note issue. The metal reserve for the note circulation must be at least 20 per cent of the amount of notes issued. This minimum metal cover will increase by 1 per cent each year until the ratio of 35 per cent has been reached.

The National Bank is not under obligation to exchange notes for specie until a special enactment is passed for this purpose. There is accordingly no provision yet made for a standard value in specie of the Czechoslovak crown, but Article III of the law constituting the National Bank provides that the bank shall maintain the relation of the Czechoslovak crown to the undepreciated foreign gold currencies at the level of the last two years. This has been interpreted as an obligation of the bank to maintain the exchange value of the Czechoslovak crown within the limits of \$0.029 and \$0.0303. The value of the crown is therefore around three cents.

The normal amount of notes in circulation last year was around 7,000 million crowns. This represents a considerable decrease since January, 1922, when 11,230 million crowns were in circulation. Since that date the deflatory policy of the Government has been reflected in a steady decrease in the note circulation.

On May 23, 1927, the note circulation reached the minimum recorded of 6,145 million crowns and the metallic cover amounted to 2,700 million crowns.

of which 1,055 million crowns were gold and silver. The following is a statement of the assets and liabilities of the National Bank of Czechoslovakia on that date:—

<i>Assets</i>		Thousands of Czechoslovak Crowns
Gold and silver	1,051,682	
Balance abroad and foreign currencies	1,802,619	
Other cash	24,984	
Bills discounted	39,455	
Advances on collaterals	33,966	
State notes debt balance	4,712,142	
Assets of banking office in liquidation	556,251	
Other assets	469,802	
Total	8,690,901	
<i>Liabilities</i>		
Capital fully paid up (\$12,000,000)	406,800	
Reserve funds	6,282	
Bank notes in circulation	6,145,085	
Check balances and other sums due	1,889,705	
Other maturities	1,243	
Other liabilities	241,786	
	8,690,901	

PUBLIC FINANCES

The budget estimates for the last two years have shown a small surplus. For the current year the estimates are as follows: revenues, 9,724 million crowns; expenditures, 9,704 million crowns. On the revenue side customs duties are estimated to yield (in million crowns) 1,050; income tax, 1,130; turnover tax, 2,187; consumption taxes, 1,735; and profit tax, 846. The State undertakings are estimated to yield a net surplus of 1,151 million crowns, the greater part of which will be derived from the tobacco monopoly. The surplus from the State railways estimated at 135,388,000 crowns will be invested in capital expenditure in addition to a Treasury grant of 136 million crowns.

Of the estimated expenditures for the current year 19.68 per cent is for foreign affairs and the army.

The national debt of Czechoslovakia on January 1, 1927, is given in the Budget Law as follows (in million crowns): internal, 24,049; external, 6,496; accruing from Peace Treaties, 4,400—a total of 34,945. To this must be added the State notes debt of 4,809 million crowns. Of the internal debt all except 4,611 million crowns has been funded and the Government since 1925 has been converting the outstanding Treasury Bills into long-term loans. The service of the debt is estimated to require 2,573 million crowns in 1927.

COMMERCIAL BANKING

The commercial banks of Czechoslovakia are adequate for the requirements of the country. The majority of the joint-stock banks are controlled by Czechoslovak capital, although some of the leading banks have been organized by taking over the branches of Austrian institutions on Czechoslovak territory. The banking system is similar to that of Germany, and the banks take an active part in the financing of industrial enterprises. A large share of the assets of the banks therefore is comprised of investments in industrial concerns.

The following is a list of the principal commercial banks in Czechoslovakia, together with the amount of their paid-up capital and reserves in 1922:—

Name of Bank	Paid-up Capital and Reserves in 1922 In Million C.S. Crowns
Zivnostenska Banka	349
Bohemian Discount Bank	279
Bohemian Industrial and Agricultural Bank	270
Bohemian Union Bank	248
Moravian Agrarian and Industrial Bank	198
Anglo-Czechoslovak Bank	167
Prague Credit Bank	137
Bank for Commerce and Industry	120
Bohemian Commercial Bank	101

The above banks have branches throughout the country. The Moravian Agrarian and Industrial Bank has its headquarters at Brno (Brünn); the others at Prague. The Anglo-Czechoslovak Bank has been founded by British capital and is associated with the Anglo-International Bank, which has reorganized the business of the former Anglo-Austrian Bank.

MONEY MARKET AND PRICES

Chiefly as a consequence of the depression in trade and industry the Czechoslovak money market has been very liquid during the past year and a half. The discount rate of the National Bank, which remained at 6 per cent during the first nine months of 1926, was reduced to 5½ per cent in October and again to 5 per cent in March, 1927.

The trend of prices in Czechoslovakia during the past year has been slightly upward. The wholesale index figure declined from 1,045 in January, 1925, to 923 in April, 1926. There has since been a steady rise and in April, 1927, the index number was 979. The cost of living index for a worker's family amounted to 744 in March, 1927, which is higher than at any time during the past two years. A year previously the index number was 685.

FOREIGN TRADE

Czechoslovakia has a favourable balance of trade, as the following figures of the foreign trade of the republic for the last three years will indicate:—

Year	Imports In Million C.S.	Exports Crown	Excess of Exports
1924..	15,854	17,035	1,181
1925..	17,618	18,821	1,203
1926..	15,262	17,848	2,586

The increased balance of trade last year has been chiefly due to the decreased imports of raw materials consequent upon the depression in certain trades. There was thus a considerable falling off in importations of raw cotton and cotton yarns. Increased exports of coal as a result of the British strike also helped to enlarge the trade balance. The decrease in the total value of exports may be accounted for chiefly by the decline in exports of textiles, since the exports of other merchandise were fairly well maintained.

The principal exports from Czechoslovakia last year are indicated in the following table giving the total value of main groups:—

Exports from Czechoslovakia, 1926

	In Million C.S. Crown
Cotton yarns and goods..	2,284
Sugar..	2,247
Coal and wood..	1,752
Woollen yarns and goods..	1,611
Iron and iron products..	1,253
Glass and glassware..	1,169
Grain, malt and flour..	781
Fruits and vegetables..	730
Leather and leather goods..	699
Flax, hemp and jute goods..	574
Silk and silk goods..	419

Germany is the most important purchaser of Czechoslovak products, the value of the exports to that country last year being 3,552 million crowns. Austria followed, taking 2,902 million crowns, and Great Britain was third with 1,540 million crowns. Exports to the United States in 1926 were valued at 845 million crowns.

With regard to import trade, the total value of the main groups of imports in 1926 were as follows:—

Imports into Czechoslovakia, 1926

In Million C.S. Crowns		In Million C.S. Crowns	
Raw cotton and cotton goods ..	2,123	Common metals and products	
Grain, flour and rice	1,871	thereof.	530
Raw wool and woollen goods ..	1,573	Machinery	461
Fats	628	Flax, hemp and jute.	427
Live stock	602	Iron and iron products	422
Fruits and vegetables.	585	Animal products	416
Silk and silk goods	552		

Germany is the chief source of supply for the goods imported into Czechoslovakia, followed by Austria, Poland, Hungary, and the United States. The figures of imports from Germany are considerably greater than the actual purchases of German goods, due to the considerable proportion of overseas products imported through Germany. The following table shows the chief sources of supply for the goods imported into Czechoslovakia in 1926:—

In Million C.S. Crowns		In Million C.S. Crowns	
Total Imports from		Total Imports from	
Germany.	3,238	Jugoslavia	584
Austria	1,125	Holland	504
Poland.	1,096	Roumania	482
Hungary.	1,028	Italy	337
United States.	760	Switzerland	327
France.	677	Belgium.	193
Great Britain	602		

Among the principal importations from the United States last year were raw cotton, edible fats, automobiles, copper, mineral oils, typewriters and calculating machines, grain and flour, machinery and apparatus, rubber tires, leather and leather goods, and minerals.

TARIFF CHANGES AND CUSTOMS REGULATIONS**New Antigua Customs Tariff**

A new customs duties ordinance for Antigua, B.W.I., was assented to on June 30, 1927. Among the changes in duties are some increased preferences on articles mentioned in schedule "B" of the Canada-West Indies trade agreement of 1925, as follows:—

	British Preferential Tariff	General Tariff
Boots, shoes and slippers. ad val.	10%	20%
Butter .. . . .per 100 lbs.	8s. 4d.	15s. 0d.
Cement .. . . .per 400 lbs.	2s. 0d.	4s. 0d.
Cheese.per 100 lbs.	8s. 4d.	15s. 0d.
Cocoa, ground or otherwise prepared, except sweetmeats, .. . . .per lb.	0s. 2d.	0s. 4d.
Confectionery, including chocolate creams and sweet meats of all kinds.ad valorem	10%	20%
Cordage and twine.ad val.	10%	20%
Herrings and alewives, salmon, trout, mackerel, dried, salted, smoked or pickled.per 100 lbs.	2s. 0d.	4s. 0d.
Other kinds fish, salted, smoked or pickled, per 100 lbs.	1s. 6d.	3s. 0d.
Apples .. . . .per barrel	Free	2s. 1d.
Flour and meal, wheaten.per 196 lbs.	7s. 0d.	9s. 0d.
Lard and lard substitutes .. . . .per 100 lbs.	4s. 2d.	12s. 6d.
Milk, condensed or otherwise preserved, con- taining less than 7 per cent of butter fat.per 48 lbs.	12s. 0d.	18s. 0d.
Lumber, white pine, spruce, fir and hemlock, per superficial measurement of 1 inch thick, .. . . .per 1,000 ft.	6s. 8d.	20s. 0d.

The British preferential tariff applies to Canada.

An Antigua Ordinance, No. 12 of 1927, assented to on July 1, established a surtax of 10 per cent of existing duties.

Antigua Customs Forms

The Department of Trade and Commerce has received a copy of an Order in Council of July 8, 1927, making regulations in Antigua, covering the entry of goods under the British preferential tariff. The Form of Invoice and Combined Certificate of Value and of Origin prescribed corresponds with the standardized abbreviated Imperial Customs Conference forms. This information supersedes that given in *Commercial Intelligence Journal* No. 1214, on May 7, 1927, page 562, respecting new preferential tariff certificates adopted in Antigua. In other words, the custom forms required in Antigua are the same as those prescribed for general use in the British West Indies.

Further Deferment of Some Australian Duties

With reference to the article in *Commercial Intelligence Journal* No. 1207 (March 19, 1927, page 346) concerning deferment of Australian duties on certain products, information has been received that the operation of the duties on these goods, with the exception of chain, has been further deferred until January 1, 1928. The operation of the deferred duty on chain had been previously postponed until October 1, 1927.

Preference Conditions on Optical Goods in Cyprus

With effect from March 1, a Cyprus Order in Council (No. 1184) of June 1, says the British *Board of Trade Journal*, raises from 25 per cent to 75 per cent, the minimum proportion of the total value which must result from labour within the British Empire in order that the undermentioned goods may qualify on importation into the Colony for admission at the rates of the British Preferential Tariff, viz., optical glass and optical elements, whether finished or not, microscopes, field and opera glasses, theodolites, sextants, spectroscopes, and other optical instruments; and component parts of the foregoing.

South African Tariff Changes

The duty on cotton piece goods (item 76) entering the Union of South Africa has been reduced from $12\frac{1}{2}$ per cent ad valorem to 10 per cent ad valorem, effective from June 24, 1927. New British preferential rates on cotton goods are 5 per cent ad valorem and 10 per cent ad valorem for different kinds, this being also lower by $2\frac{1}{2}$ per cent ad valorem than the rates formerly in effect. The British preferential rate applies to United Kingdom only.

A duty of 2 shillings per pound has been imposed on sheet lead which was formerly free of duty. (See also *Commercial Intelligence Journal* No. 1216, May 21, 1927, page 617.)

Commercial Travellers' Licences in Uganda, Tanganyika, and Nyasaland

Mr. Harrison Watson, Canadian Trade Commissioner in London, has forwarded some information on the subject of commercial travellers' licences in Uganda, Tanganyika, and Nyasaland. This is in the form of extracts from the laws of the respective colonies, which have been furnished by the Trade and Information Office of His Majesty's Eastern African Dependencies in London, and the material is as follows:—

UGANDA PROTECTORATE

It shall not be necessary for a hawker's licence to be taken out by any of the following persons: (a) Any person selling or seeking orders for goods only to or from persons who are dealers therein and who buy to sell again; (b) any person hawking only goods in respect of which no licence under any ordinance is required for the sale thereof in a store; (c) any person selling goods in any market legally established.

The Governor may by proclamation prohibit trading or hawking by persons other than persons holding a special licence under the provisions of this section (No. 20) in any province or district of the protectorate. Licences to trade or to hawk in provinces or districts in which the Governor has prohibited trading or hawking by persons not holding a special licence may be issued for such period and upon such terms and by such officers as the Governor in Council may by rule prescribe.

NYASALAND PROTECTORATE

In Ordinance No. 1 of 1910, amended by Ordinance No. 1 of 1925, licensing is defined as follows: "Agent of a foreign firm means any person who in this protectorate solicits or receives orders for the purchase of goods or things of any person, firm or company which does not carry on a licensed business in this protectorate, but shall not include a person, firm or company, who, being licensed to sell goods in this protectorate, sells or offers for sale goods consigned to him or it by a foreign firm. The licence for an agent of a foreign firm is £25 per annum, or for a period of six months or under, £15.

TANGANYIKA TERRITORY

Under section 6 (i) of Trade Licensing Ordinance, 1927, a licence to carry on the business of a commercial traveller carries a fee of £12 with a provision that a licence may be issued to a commercial traveller not resident in the territory for a period of one month from the date of the licence at a fee of £2.

GOLD COAST'S PROGRESS

Few parts of the British Empire are making more progress than the Gold Coast, says the *London Times Trade Supplement*. Whereas in 1913 its maritime trade amounted to only seven millions, the total to-day is over 22 millions, and this with a population of about 2,500,000 people. Last year's imports showed an increase in value of £503,257 compared with 1925, and exports an increase of £1,214,577. Perhaps the most remarkable feature of the Gold Coast's development is its cocoa trade. Forty years ago a labourer from the San Thomé cocoa fields returned home with a cocoa pod. Its possibilities as a food product were immediately recognized, and a cocoa-growing industry was started, which has since yielded scores of millions of pounds. Over 230,000 tons of a value of over £9,000,000 were exported last year, representing an increase of nearly a million pounds compared with 1925. Made considerably more prosperous than they have ever been before, the natives have in turn become larger purchasers of goods from other countries. There is an increasing demand among them for motor cars and lorries, and also for cigarettes, and silk and artificial silk manufactures. Competition for this import trade is, of course, keen, but it is encouraging to note that at present the British Empire is obtaining 67 per cent of it.

TENDERS INVITED

New Zealand

Copies of specifications have been received from Mr. C. M. Croft, Canadian Trade Commissioner at Auckland, for equipment, etc., required for Lake Coleridge electric power supply, as follows: three 4,000 k.v.a. single phase transformers, two bushings e.h.t. with current transformers, and two h.t. insulators. These specifications are open for inspection at the Department of Trade and Commerce, Ottawa. Tenders, which close on November 15, should be addressed to the Secretary, Public Works Supplies and Tenders Committee, Wellington.

FOREIGN EXCHANGE QUOTATIONS FOR THE WEEK ENDING AUGUST 1, 1927

The Foreign Exchange Department of the Bank of Montreal has furnished the following statement of the nominal closing quotations for all the principal exchanges for the week ending August 1, 1927. Those for the week ending July 25, 1927, are also given for the sake of comparison.

Country	Monetary Unit	Parity	Week Ending July 25, 1927	Week Ending August 1, 1927
Britain	£	\$4.86 $\frac{3}{4}$	\$4.8604	\$4.8625
Belgium	Belga	.1390	.1392	.1392
Czecho-Slovakia	Crown	.20263	.0296	.0296
Finland	Mark	.0252	.0252	.0252
France	Fr.	.1930	.0391	.0392
Holland	Florin	.4020	.4011	.4013
Italy	Lire	.1930	.0544	.0545
Spain	Pes.	.1930	.1706	.1707
Portugal	Esc.	1.0805	.0510	.0507
Switzerland	Fr.	.1930	.1928	.1928
Germany	Reichs Mk.	.2382	.2381	.2381
Greece	Dr.	.1930	.0132	.0133
Norway	Kr.	.2680	.2585	.2585
Sweden	Kr.	.2680	.2681	.2682
Denmark	Kr.	.2680	.2677	.2677
Austria	Schilling	.1407	.1412	.1412
Japan	Yen	.4985	.4700	.4710
Siam	Tical	.3709	.4500	.4500
India	Rupee	.3650	.3625	.3625
United States	\$	1.0000	1.0012	1.0014
Mexico . . . . .	\$	.4985	.4670	.4725
Argentine Rep.	Peso (Paper)	.4244	.4250	.4250
Brazil	Mil.	.5462	.1187	.1185
Jamaica	£	4.86 $\frac{3}{4}$	4.8500	4.8500
British Guiana	\$	1.0000	1.00 $\frac{1}{2}$ —1.01 $\frac{3}{4}$	1.00 $\frac{1}{2}$ —1.01 $\frac{3}{4}$
Barbados	\$			
Trinidad	\$			
Dominica	\$			
St. Kitts	\$			
Grenada	\$			
St. Vincent	\$			
Tobago	\$	4.86 $\frac{3}{4}$	.6287	.6250
China	Tael			
Batavia, Java	Guilder			
Peru	Libra		3.7500	3.7500
Singapore, Str. Settlement . . . . .	\$	.5678	.5612	.5612

TRADE INQUIRIES FOR CANADIAN PRODUCTS

Since the publication of the last *Commercial Intelligence Journal* there have been received the following inquiries for Canadian products. The names of the firms making these inquiries, with their addresses, can be obtained only by those specially interested in the respective commodities upon application to: "THE COMMERCIAL INTELLIGENCE BRANCH OF THE DEPARTMENT OF TRADE AND COMMERCE, OTTAWA," OR THE BOARDS OF TRADE AT ST. JOHN, HALIFAX, QUEBEC, SHERBROOKE, MONTREAL, TORONTO, WOODSTOCK, ST. MARY'S (ONT.), PORTAGE LA PRAIRIE, ST. BONIFACE (MAN.), WINNIPEG, VANCOUVER, NEW WESTMINSTER, AND PRINCE RUPERT; THE CHAMBERS OF COMMERCE AT BELLEVILLE, PETERBOROUGH, HAMILTON, ST. CATHARINES, STRATFORD, BRANTFORD, LONDON, ST. THOMAS, SARNIA, AND VICTORIA (B.C.); THE CHAMBER DE COMMERCE, DISTRICT OF MONTREAL; BORDER CHAMBER OF COMMERCE, WINDSOR; THE CANADIAN MANUFACTURERS' ASSOCIATION OFFICES AT TORONTO, MONTREAL, WINNIPEG, EDMONTON, VANCOUVER, AND VICTORIA; AND THE KITCHENER AND WATERLOO MANUFACTURERS' ASSOCIATION, KITCHENER (ONT.).

Foodstuffs

676. DAIRY PRODUCTS.—Haitian commission agent wishes to represent Canadian exporters of cheese, butter, and condensed milk.

677. CANNED SALMON AND DRIED SALTED CODFISH.—Canadian exporters of canned salmon and dried salted codfish are requested to communicate with a firm in Genoa.

678. CANNED SALMON.—Amsterdam firm desire to represent Canadian exporters of canned salmon.

679. DRIED AND SALTED FISH.—Commission agent in Haiti wishes to obtain agency for Canadian exporters of the above, principally codfish and herring.

680. DRIED AND SALTED FISH.—A Jamaican commission house would like to handle on consignment cargoes of dried and salted codfish and herring.

681. WHEAT.—A firm in Gothenburg, Sweden, wish to act as Swedish representatives for a Canadian wheat exporter.

Miscellaneous

682. FISH MEAL.—Dutch importer desires to get into touch with Canadian exporters.

683. LINSEED CAKE.—A Liverpool firm of produce brokers desire to establish connections with Canadian manufacturers of linseed cake and meal with the object of representing them in the North of England as agents.

684. BUTTONS.—Argentine importer specializing in buttons is willing to receive samples and prices from Canadian manufacturers.

685. RUBBER WAIST BELTS.—A Batavia import house asks for quotations on rubber waist belts.

686. ASBESTOS CLOTH AND YARN.—Firm in Buenos Aires desire to hear from Canadian exporters of pure asbestos cloth and yarn.

687. CANDLES.—Haitian commission agent wishes to represent Canadian exporters of candles.

688. DOUGLAS FIR.—Canadian exporters of Douglas fir are requested to communicate with a prominent Milan firm.

689. CHAIR STOCK.—A Birmingham firm of furniture manufacturers would consider samples and prices of parts for the manufacture of Windsor chairs. Samples available on application to the Department.

690. TUBING.—Chilean manufacturers' agent wishes to represent Canadian manufacturer of galvanized and plain gas and water tubing.

691. SPARK PLUGS.—Importer in Buenos Aires wishes to receive quotations of Canadian-made spark plugs.

692. SHOE NAILS AND TACKS.—Importer in Buenos Aires is willing to receive samples and prices from Canadian manufacturers.

693. BINDER TWINE.—Chilean manufacturers' agent wishes to represent a Canadian firm of binder twine.

PROPOSED SAILINGS FROM CANADIAN PORTS

(The sailing dates are approximate and subject to change without notice)

From Montreal

To ANTWERP.—Canadian Hunter, Aug. 13; Canadian Trapper, Aug. 23; Canadian Raider, Sept. 2; Canadian Rancher, Sept. 12—all C.G.M.M.; Melita, Canadian Pacific, Sept. 2.

To AVONMOUTH.—Salacia, Cunard Line, Aug. 19; Huronian, Aug. 27; Colonial, Sept. 10—both White Star-Dominion.

To BELFAST, LONDONERRY, CORK AND DUBLIN.—Carrigan Head, Aug. 31; Fanad Head, Sept. 15—both Head Line.

To CARDIFF AND SWANSEA.—Canadian Victor, Aug. 12; Canadian Commander, Aug. 26; Canadian Leader, Sept. 9—all C.G.M.M.

To DUNDEE.—Cairnmona, Thomson Line, Aug. 13.

To GLASGOW.—Melita, Aug. 16; Metagama, Sept. 1—both Canadian Pacific; Athenia, Aug. 12; Letitia, Aug. 26; Gracia, Sept. 2—all Anchor-Donaldson.

To HULL.—Ariano, Aug. 20; Comino, Sept. 3—both Furness Line.

To LIVERPOOL.—Montclare, Aug. 12; Montrose, Aug. 19; Montcalm, Aug. 26; Minnedosa, Sept. 2—all Canadian Pacific; Megantic, Aug. 13; Doric, Aug. 20; Albertic, Aug. 27; Regina, Sept. 3; Calgaric, Sept. 7—all White Star-Dominion; Andania, Cunard Line, Aug. 19.

To LONDON.—Berwyn, Aug. 13; Brandon, Aug. 20; Balfour, Aug. 27; Bothwell, Sept. 3—all Canadian Pacific; Canadian Hunter, Aug. 13; Canadian Trapper, Aug. 23; Canadian Raider, Sept. 2—all C.G.M.M.; Antonia, Aug. 13; Ascania, Aug. 19; Alaunia, Aug. 26; Ausonia, Sept. 2—all Cunard Line; Ariano, Aug. 20; Comino, Sept. 3—both Furness Line.

To MANCHESTER.—Manchester Producer, Aug. 14; Manchester Citizen, Aug. 18; Manchester Division, Aug. 25; Manchester Regiment, Sept. 1—all Manchester Liners.

To NEWCASTLE AND LEITH.—Cairnmona, Aug. 13 (calls at Dundee); Cairntorr, Aug. 27—both Thomson Line.

To HAMBURG.—Cairngowan, Aug. 11; Scatwell, Aug. 25; Cairnvalona, Sept. 8—all Thomson Line; Key West, Aug. 12; Brant County, Aug. 22—both Intercontinental Transports Ltd.; Berwyn, Aug. 13; Balfour, Aug. 27; Empress of France, Sept. 14—all Canadian Pacific.

To ROTTERDAM.—Queens County, Aug. 10; Golden Gate, Aug. 26—both Intercontinental Transports Ltd.

To COPENHAGEN AND BALTIC PORTS.—Ivar, Aug. 18; Pennsylvania, Sept. 15—both Scandinavian-American Line.

TO OSLO, TRONDHJEM, BERGEN AND STAVENGER.—Drammensfjord, Norwegian-American Line, Aug. 8.

TO ITALIAN PORTS.—Valleluca, Lloyd Mediterraneo Italian Service, Aug. 20.

TO SOUTH AND WEST AFRICAN PORTS.—New Georgia, Elder Dempster Line, Aug. 15.

TO AUSTRALIAN PORTS.—Canadian Cruiser, Aug. 20; Canadian Highlander, Sept. 10—both C.G.M.M.; Ribera, New Zealand Steamship Co., Aug. 24.

TO NEW ZEALAND PORTS.—Canadian Britisher, C.G.M.M., Aug. 25; Ribera, New Zealand Shipping Co., Aug. 24.

TO ST. KITTS, ANTIGUA, BARBADOS, TRINIDAD AND DEMERARA.—Canadian Otter (calls at Guadeloupe), Aug. 11; Canadian Beaver, Aug. 25—both C.G.M.M.

TO BERMUDA, BAHAMAS, JAMAICA AND BRITISH HONDURAS.—Canadian Fisher, C.G.M.M., Aug. 24.

TO ST. JOHN'S, Nfld. (via CHARLOTTETOWN).—Canadian Sapper, C.G.M.M., Aug. 11, Sept. 1; Farnham, Intercontinental Transports Ltd., Aug. 11.

TO CORNERBROOK, Nfld.—New Northland, Aug. 17, Aug. 31; Nyarit, Aug. 22, Sept. 5—both Clarke SS. Co.

TO MONTEVIDEO AND BUENOS AIRES.—Moderni, Canadian South American Line, Aug. 27.

From Quebec

TO SOUTHAMPTON.—Montnairn, Aug. 10; Empress of Scotland, Aug. 16, Sept. 7; Montroyal, Aug. 18; Empress of France, Aug. 24; Empress of Australia, Aug. 31—all Canadian Pacific.

TO HAMBURG.—Empress of France, Canadian Pacific, Sept. 14.

From St. John

TO ST. JOHN'S, Nfld.—Magna, Newfoundland-Canada Traders, Aug. 11, Aug. 27.

TO BERMUDA, ST. KITTS, ANTIGUA, MONTERRAT, DOMINICA, ST. LUCIA, BARBADOS, ST. VINCENT, GRENADA, TRINIDAD AND DEMERARA.—Canadian Volunteer, Aug. 13; Canadian Skirmisher, Aug. 27—both C.G.M.M.; Haraldshaug, Aug. 10; Adolf Bratt, Aug. 24—both Pickford & Black.

From Halifax

TO LIVERPOOL.—Newfoundland, Aug. 17; Nova Scotia, Sept. 3—both Furness, Withy.

TO ST. JOHN'S, Nfld.—Newfoundland, Aug. 17; Nova Scotia, Sept. 3—both Furness, Withy; Nerissa, Aug. 9; Silvia, Aug. 16—both Red Cross Line; Magna, Newfoundland-Canada Traders, Aug. 13.

TO EAST COAST NEWFOUNDLAND PORTS.—Sambro, Farquhar SS., Aug. 8; Magna, Newfoundland-Canada Traders, Aug. 13, Aug. 29.

TO SOUTH COAST NEWFOUNDLAND PORTS AND ST. PIERRE-MIQUELON.—Pro Patria, French Mail Service, Aug. 16, Aug. 30.

TO BERMUDA, ST. KITTS, NEVIS, ANTIGUA, MONTERRAT, DOMINICA, ST. LUCIA, BARBADOS, ST. VINCENT, GRENADA, TRINIDAD AND DEMERARA.—Canadian Pathfinder, Aug. 12; Canadian Volunteer, Aug. 26—both C.G.M.M.; Haraldshaug, Aug. 18; Adolf Bratt, Sept. 1—both Pickford & Black.

TO SANTIAGO (CUBA) AND KINGSTON (JAMAICA).—Caledonia, Aug. 10; Andalusia, Aug. 24—both Pickford & Black.

From Vancouver

TO YOKOHAMA, KOBE, NAGASAKI, SHANGHAI, HONG KONG AND MANILA.—Empress of Asia, Aug. 11; Empress of Canada, Sept. 1—both Canadian Pacific.

TO YOKOHAMA, KOBE, DAIREN AND SHANGHAI.—London Maru, Osaka Shosen Kaisha, Aug. 13.

TO HONOLULU, SUVA, AUCKLAND AND SYDNEY.—Niagara, Canadian-Australasian Service, Aug. 24.

TO MELBOURNE, SYDNEY AND BRISBANE.—West Conob, American-Australian-Orient Line, Aug. 27.

TO AUCKLAND, WELLINGTON, LYTTELTON AND DUNEDIN.—West Nivaria, American-Australian-Orient Line, Aug. 22.

TO WEST COAST UNITED KINGDOM PORTS.—Canadian Importer, C.G.M.M., Aug. 16.

TO MARSEILLES, BARCELONA, GENOA, LEGHORN, NAPLES, VENICE AND TRIESTE.—Jerne, Navigazione Libera Triestina, Aug. 15.

TO HAVRE, ANTWERP AND BORDEAUX.—La Marseillaise, Cie. Gle. Transatlantique, Aug. 11.

TO LIVERPOOL, SOUTHAMPTON, LONDON AND ROTTERDAM.—Dinteldyk, Aug. 12; Loch Katrine, Aug. 27; Nichteroy, Sept. 9—all North Pacific Coast Line.

TO GLASGOW, HAMBURG, ROTTERDAM AND ANTWERP.—Kinderdyk, Aug. 23; Moerdyk, Sept. 13—both North Pacific Coast Line.

TO KINGSTON, JAMAICA.—Canadian Importer, C.G.M.M., Aug. 16.

TO PORT OF SPAIN (TRINIDAD), BRIDGETOWN (BARBADOS), AND GUADELOUPE.—Fordeljord, Canadian Transport Co., Ltd., Aug. 25.

COMMERCIAL INTELLIGENCE SERVICE

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NOTE.—Bentley's Complete Phrase Code is used by Canadian Trade Commissioners.

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TRADE COMMISSIONERS TO TOUR CANADA

Mr. C. M. Croft, Canadian Trade Commissioner in New Zealand, arrived in Ottawa on August 4; Mr. G. B. Johnson, Trade Commissioner in Glasgow, who represents the Department in Scotland and Northern Ireland, expects to arrive about the middle of this month; and Mr. Harrison Watson, Trade Commissioner in London, in the beginning of September. These Commissioners are paying a visit to the Dominion in order to undertake a business tour in the interests of Canadian trade with their respective territories. Canadian firms who desire to be brought in touch with them or to interview them are requested to communicate with the Department of Trade and Commerce, Ottawa, in order that the necessary arrangements may be made.

TRADE COMMISSIONER O'MEARA'S ITINERARY IN ONTARIO

Mr. R. S. O'Meara, Canadian Trade Commissioner in Batavia, Java, is now undertaking a business tour of the Dominion in the interests of Canadian trade with his territory, which includes the Netherlands East Indies, Straits Settlements, Federated Malay States, Indo-China, and Siam. The following are the dates of his itinerary of Ontario:—

Thorold	August 15
St. Catharines	August 16
Windsor	August 18 to August 19
London	August 22
Kitchener	August 23
Guelph	August 24
Oshawa	August 25

Canadian firms who desire to be brought in touch with Mr. O'Meara, or to interview him, are requested to communicate with the secretary of the board of trade or chamber of commerce in any of the cities mentioned above.

TRADE OF SOUTH AFRICA DURING 1926

TRADE COMMISSIONER G. R. STEVENS

[The first of this series of reports was published in last issue, and dealt with the trade of the Union in general terms, and especially its exports.]

Imports

The imports of merchandise into South Africa may be arranged according to particular classes as follows:—

	1926 £	Percentage of Trade	1925 £	Increase or Decrease £	% Increase or Decrease
Foodstuffs	6,630,488	11.0	7,415,684	— 785,196	—10.6
Beverages	663,293	1.0	647,648	+ 15,645	+ 2.3
Tobacco and manufactures . .	95,464	1.4	80,975	+ 14,489	+18.8
Textiles and textile products..	18,434,007	28.1	18,684,208	— 250,201	— 1.4
Metal products, machinery, vehicles	20,086,130	30.6	17,785,471	+2,300,659	+13.0
Minerals, earthenware, glass- ware	1,227,698	1.8	1,104,422	+ 123,276	+11.1
Oils, waxes, paints, varnishes...	4,022,530	6.1	3,541,048	+ 481,482	+13.6
Drugs, chemicals, fertilizers .	2,322,050	3.5	2,146,841	+ 175,209	+ 8.1
Leather and rubber products.	2,580,324	3.9	2,294,394	+ 285,930	+12.4
Wood and wood products . . .	2,521,109	3.9	2,393,428	+ 127,681	+ 5.4
Books, paper, paper products.	2,180,802	3.3	1,883,736	+ 297,066	+15.9
Jewellery, fancy goods, instru- ments	1,813,145	2.8	1,525,110	+ 288,035	+19.0
Imports for industrial purposes	1,334,220	2.0	902,754	+ 431,466	+32.0
Miscellaneous	1,661,082	2.5	1,493,269	+ 167,813	+11.2
Total	65,572,342	100.0	61,898,988	3,673,354	+ 5.9

The slight difference between the sum and average of the percentages arises from the nearest tenth being accepted as sufficient indication.

The above statistics and percentages indicate fairly accurately the trend of South African trade. They show the buying power to be centralizing more strongly in the cities. Relatively, the rural areas were little or no better off than in the previous years; but the accession of urban population, coupled with the growth of secondary industries, is resulting in an augmented demand for a wide range of imported products.

FOODSTUFFS

The South African authorities welcome the decreased imports of foodstuffs, it being felt that South Africa should be more nearly self-contained in this direction. There has been a steady growth in the employment of produce in secondary foodstuffs industries, and in time the market for imported supplies will be considerably limited. There is a comparatively small high-class demand, and with the advantages of the tariff South African industries should have little difficulty in capturing the bulk of the present import trade.

The principal decrease occurred in the item of wheat, which fell off by approximately one-third, the figures for the two years under consideration being as follows:—

	Lbs.	£
1925	285,638,698	1,640,962
1926	194,322,055	1,090,643

This heavy decrease was not accompanied, as might have been expected, by a corresponding increase in the demand for flour; for the year, flour imports were approximately 10 per cent under those of 1925. As the production of flour in South Africa was not greatly less than in 1925, the decrease may be accounted for by a very heavy carryover of wheat stocks, and an especially good South African crop. This conclusion is borne out by the fact that the falling off occurred completely in the imports of soft wheats. Canada, supplier of South Africa's hard wheat, increased her business by one-third during the year under

review. As the standard South African milling blend is four volumes of soft wheat to one hard, there can be no question that an equal volume of flour was milled during 1926, but from domestic grains to a much greater extent than is usual.

Among other principal foodstuffs, marked declines were to be noted in the value but not in the quantity of coffee imported, a small decrease in dried fish, a considerable decrease in preserved meats (due to the imposition of heavier protective duties), a marked reduction in animal fats, and the almost complete cessation of butter imports (owing to dumping duties). Manufactured sweets other than chocolate confectionery likewise felt the pressure of increased duties, and their imports have gone down by nearly 40 per cent since 1925.

All these products represent the cheaper range of imported foodstuffs, and their falling off is the result of increased duties and of decreased rural buying power. Such imports as catered to urban demand were much less affected, and in a considerable number of instances they increased considerably during 1926. Tea is the drink of the towns, as coffee is of the country, and the imports of tea were higher. Chocolate confectionery sells almost entirely in the larger centres, and in contradistinction to the cheaper manufactured sweets, registered a marked increase last year. Full cream cheese, tinned fish, and rice were other foodstuffs showing marked increases; and in each case these commodities may be regarded as almost entirely for urban consumption.

(A series of supplementary reports will follow, in which the more important foodstuffs which Canada exports will be discussed individually.)

BEVERAGES

The increase under this heading was fractional, and for general purposes the demand has not altered to any particular degree. Higher duties upon whisky were reflected in slightly lower imports. This beverage is very highly taxed owing to the demands of the Cape brandy distillers; in his last budget speech, however, the Minister of Finance was constrained to remark upon the inability of this item to bear any greater levy. Continental wines and liqueurs are responsible for the small increase that is registered.

TOBACCO AND MANUFACTURES

The increase in the value of tobacco products imported was 18.8 per cent and their volume increased by slightly over 25 per cent. Greater quantities of Dutch cigars and English cigarettes were imported, the former being cheaper than in former years, but the latter more expensive. In these items likewise the influence of town buying may be noted. Snuff and unmanufactured tobacco, the principal rural imports, both showed declines.

TEXTILES AND TEXTILE PRODUCTS

In so far as the majority of classes of imports are concerned, the population of South Africa is a million and a half Europeans; but in regard to textile and textile products, the purchasing population includes six million natives as well. The failure of textile imports to keep pace with the other commodity classes is somewhat significant of the lack of advance of rural South Africa. The failure of the maize crop, and the increases of duty upon a number of staple native requirements have had a marked effect in retarding native buying. Whether the present native unrest is due in part to this curtailment of buying power is impossible to judge, but perhaps it explains the increasing emigration of natives from their kraals and reserves into the large towns.

The ready-made and second-hand clothing trade is a very large business in South Africa, and under a variety of items it showed marked decreases during 1926. The heavy duties imposed upon second-hand clothing in 1925 have had the effect of reducing imports by almost 50 per cent in the last two years without any commensurate increase in the imports of new clothing. The

trade in men's ready-made clothing, essentially a country business and one of the most valuable single imports, has fallen by approximately 25 per cent during 1926. This is only due in part to the protective duties; a large share of the decreases arises from lessened buying power. Women's ready-made clothing, almost exclusively a town demand, has registered continuous increases for several years, including 1926. A very marked increase has likewise occurred in the majority of haberdashery and millinery lines, but these items are insufficient to repair the losses in the ready-made outer garment imports. Under increased duties the large and important kaffir cotton blanket trade has slipped slightly, but a marked increase has occurred in the demand for other blankets. It seems probable that the new duties have failed to limit imports, but have transferred purchasing from the cheaper to the better-class blankets. In cotton piece goods a reduction of 10 per cent in imports is to be noted, much of which may be accounted for by the British coal strike, since Great Britain alone of all suppliers lost appreciable ground. In the industrial division of the textile class, the failure of the maize crop was responsible for a reduction of approximately 50 per cent in the demand for jute bags, a loss of nearly three-quarters of a million sterling; other bags and sackings increased, and other industrial textiles improved their position. In the thousand-and-one minor textile products there was little alteration from the previous year.

METAL PRODUCTS, MACHINERY, AND VEHICLES

As this division of imports is responsible for nearly four out of the five millions of increase which South African imports registered during 1926, it should be examined in detail. Besides the ordinary town and country requirements, the mines constitute a separate and important market for all metal goods. It is impossible to state precisely the share of the total imports which are absorbed by the mining industry, but in 1925, in differentiated items, the mines of the Union purchased no less than £5,776,457 worth of metal goods, which was approximately one-third of all the imports of this class. These figures illustrate the importance of the mining industry as a purchasing factor, and one will probably not be far wrong in regarding South African metal imports as dividing between general consumption and mining consumption in the proportions of two to one.

In the first section of this report the expansion of mining activities during 1926 was commented upon. The import figures bear out the reported activity. Of such imports as are preponderantly for mining purposes, electrical machinery increased 15 per cent over 1925, hand tools (exclusive of agricultural tools) 50 per cent, pipes and tubing 60 per cent, rails in the same proportion, wire rope by 74 per cent, drill and machine steels by 75 per cent, machinery spares by 25 per cent, and tube mill supplies by 30 per cent. All these increases are attributable not so much to the activity in the main gold fields as to the exploration and development of new areas, particularly in connection with platinum and diamond discoveries.

A difference is immediately noticeable when one examines the more distinctly rural section of the metal imports. Agricultural implements and machinery have decreased by approximately a quarter of a million sterling. Lesser quantities of primary iron and steel goods (such as bar and angle iron, bolts and nuts, etc.) have been imported; and while these imports may have been affected in some degree by local manufactures, the bulk of the falling off has been in connection with country sales. There was a big decrease in fencing imports, although the demand for standards and droppers, one of the largest single items, has not only been sustained but bettered. Galvanized iron likewise showed an increase over the previous year.

The automotive trade is a valuable index of the direction of South African purchasing. In three years (between 1922 and 1925) the takings of South Africa rose from 10,000 to 18,000 motor cars annually. It was felt in 1925

that the figures for that year represented a stock well above South Africa's power of absorption; indeed the Minister of Finance early in 1926, in estimating his revenue for the ensuing year, referred to automotive imports as an item which could not be expected to contribute as great a share in future. To every one's surprise the 1926 figures were approximately the same as those for 1925, and still there are few signs of overstocks in this trade. The imports of chassis for South African assembling have increased greatly, and this circumstance has reduced the value of imports; in number of cars, however, 1926 surpassed the figures for the former year.

The imports of every type of machinery very materially increased, but as much industrial equipment is now entered under a separate classification which includes other materials of industry, it is difficult to discover how great the increase has been.

MINERALS, EARTHENWARE, AND GLASSWARE

The principal items under this head are cements, domestic earthenwares, potteries, and glasswares. All these items showed approximately the same increase as the group. In spite of a profusion of dumping duties, a certain amount of cement continues to find its way into South Africa, particularly to Natal, where the high inland freights place the local manufacturers at a disadvantage. In the domestic pottery section, the cheaper end of the trade fell off badly, but this loss was more than made good by the improved imports of porcelain and better-class pottery. Glass and glassware imports increased considerably, due in part to the greater demand for glass containers among the South African foodstuffs and beverage industries. Little alteration can be discerned in the other items in this class.

OILS, RESINS, PAINTS AND VARNISHES

The chief item under this heading is the group of oil fuels. Petrol, the chief, registered an increase in volume of 13,114,173 gallons, or approximately 70 per cent over 1925; the increase in value, however, was only about 45 per cent. Lubricating and kerosene oils likewise increased, but in lesser degree. This increase promises to be permanent, and represents a part of the cost that South Africa must pay for her greatly increased imports of motor cars. Paints and varnishes registered a very small increase, and there is a somewhat inexplicable drop in the usual large imports of tallow for soap-making. There has been no particular increase in the import of soaps.

DRUGS, CHEMICALS, AND FERTILIZERS

Fertilizers comprise the most important section of this class, and there was a slight decline in imports, which may have been due to the bad maize season, but more probably to local manufactures, which now fill a large share of the South African demand. In drugs and fine chemicals there was little change from former years. There was, however, a marked falling off in disinfectants and insecticides. The group increase is due to greater importations of a wide range of chemical products for use in mining and manufacturing industries. There was also a considerable increase in the imports of toilet preparations and chemical sundries.

LEATHER AND RUBBER PRODUCTS

The three major commodities covered by this class are footwear, raw leathers, and rubber tires for vehicles. The increase of 1926 over 1925 has been fairly general in each of these commodities. It seemed in 1925 as though the local manufacturers of footwear, with the help of a 30 per cent duty, had definitely overhauled the imported supplies. This is probably the case in the country districts, but the strengthened purchasing ability of the towns has stimulated the demand for the imported articles. On the ladies' side of the

trade the advantage of imported footwear is most manifest. The South African tanners, moreover, do not seem to be making as much progress as the domestic boot and shoe manufacturers, as the imports of leather, and particularly of the finer leathers, have increased more greatly than those of footwear. In the third principal item of this division, tires and tubes for vehicles, the figures have conformed moderately to the general progress of other automotive requirements. In a number of tire items the values are greater than in 1925, but the volume of imports is less.

WOOD AND WOOD PRODUCTS

A comparatively small improvement is manifest in the figures for the timber and furniture group. This is rather a surprise, considering the marked activities of the building industries during 1926. Apparently fairly heavy stocks were carried over, and these, combined with the inability of the country districts to purchase, account for the reductions in some of the principal items. Hardwoods for furniture manufacture increased very considerably, teak being approximately 60 per cent over the former year, and oak and other woods advancing in lesser degrees. Imports of furniture, however, were not unduly affected; but as a matter of fact the furniture imports of the Union are no longer of any great importance. Among building timbers a sharp falling off in the imports of pine occurred, and this was offset by increases, none of any great importance, in a number of other principal lumbers. Flooring and manufactured timbers were up slightly. The import of box shooks was very much as in 1925.

PAPER AND PAPER PRODUCTS

All the principal items in this class have registered appreciable increases. The imports of newsprint are steadily increasing, the reels being up 20 per cent over 1926. A slight loss is noted in flat newsprint, but the demand for this type is only about one-quarter of that for reels. There was a slight decline in kraft, which was entirely due to the inability of the Canadian suppliers to fill orders, and a corresponding increase in other wrapping papers. A large number of book and stationery items either held their own or improved their positions.

JEWELLERY, FANCY GOODS, MUSICAL INSTRUMENTS

This class more than any other illustrates the enhanced buying power of the towns, since the items under it are in no degree necessities, but represent the outlay of surpluses and savings. Beads, one of the few preponderantly rural demands in this class, is almost alone in showing a decline. Watches are up by nearly 40 per cent, general fancy goods by approximately the same percentage. Plated cutlery has improved by about 15 per cent, but jewellery shows a considerable falling off. A share of the decline in this item, however, is due to lower prices. Every type of musical instrument sold more freely than in 1925; gramophones in particular found an extraordinarily good market in the Union. Their already high figures of import increased by approximately 30 per cent. Sporting and athletic goods, toys, and tobaccoists' wares likewise showed excellent increases.

TRADE OF TUNISIA IN 1926

According to preliminary figures compiled from official Tunisian sources, the principal features of Tunisia's foreign trade during 1926 was a large increase in exports, which rose in value by about 50 per cent to 1,269,725,000 francs over 1925. Imports increased by about 25 per cent to 1,360,332,000 francs.

France, as usual, was by far the largest buyer and supplier in 1926, taking almost 50 per cent of the exports from Tunisia and furnishing some 64 per cent of the country's imports. Italy was the next largest importer, followed by Algeria, Great Britain, Belgium, and the United States. With regard to Tunisian imports, Algeria ranked second to France, other important suppliers being Italy, the United States, Great Britain and Belgium, in the order named.

SOUTH AFRICAN COMMERCIAL LEGISLATION

TRADE COMMISSIONER G. R. STEVENS

Cape Town, July 7, 1927.—The House of Assembly rose on June 29, and prorogation was immediately granted. From a commercial point of view the session was particularly barren owing to the rejection by the Senate of the two principal economic measures. The Iron and Steel Bill, which was designed to establish a State-aided iron and steel industry with a capital of £5,000,000, was rejected, partly on principle and partly owing to the dissatisfaction with the financial clauses. The Diamond Control Bill, which had become urgently necessary, because of the enormous increase in the production of alluvial stones, extended a sufficient measure of control to the new fields to prevent a disastrous break in prices. This measure was rejected by the Senate because of minor retrospective clauses which confiscated existing rights.

While there is a wide division of opinion concerning the Iron and Steel Bill, there is practical unanimity as to the necessity of legislation to control the output of alluvial diamonds. It is very probable that both these measures will be reintroduced and passed in October at a special session which is being called primarily to deal with the highly contentious Flag Bill.

ROLLED OATS AND OATMEAL TRADE IN NORTH OF ENGLAND

TRADE COMMISSIONER HARRY A. SCOTT

Liverpool, July 27, 1927.—Under normal conditions this district can offer a considerable outlet for Canadian and American rolled oats and oatmeal. Last year, however, oat crops in both Canada and the United States were disappointing. On the other hand, European crops generally were quite abundant, with the result that for the first time in several years German millers have been enjoying a fairly extensive business in rolled oats to this section of England. Very little oatmeal has been coming from Germany, but the demand for this product has been well looked after by English, Irish and Scotch millers, who on account of plentiful supplies have been able to purchase oats at more advantageous prices than usual.

Part of the excellent oat crop secured in Scotland was bought by German millers to enable them to take care of contracts placed for rolled oats in this country. German rolled oats were selling last December at as low as £14 per long ton c.i.f. United Kingdom port, and have fluctuated all the way from this figure to as high as £16, 10s. during the past season. At present quotations for delivery in the fall are reported from German millers at around £15, 10s. per ton c.i.f. United Kingdom port. Oatmeal produced in this country has been selling during the season at an average figure of from around £14, 10s. to £15 delivered to buyers. As against the figures mentioned above, American rolled oats have been quoted during the past few months at as high as from £17 to £18 a ton c.i.f., and Canadian as a rule have been slightly higher, with the result that importers have not been interested in offers from either of these sources. Firms interviewed report that during recent years Canadian rolled oats have been priced at as much as 12s. per ton more than oatmeal, in comparison with an average difference of from 2s. to 4s. in the case of United States exporters.

The opinion of importers differs as to the uses of oatmeal and rolled oats, depending on the class of trade they are catering to. On the whole, however, it has been found that the bulk of imported rolled oats and oatmeal is sold for stockfeeding purposes. Although there is undoubtedly a very fair business done among grocers in imported oat products, particularly rolled oats, which are easier to prepare than oatmeal, the general opinion is that neither Canadian

nor American are as acceptable to the consumers of this district as the Scotch milled products, which have such an established reputation. At the same time, Canadian oatmeal and rolled oats have undoubtedly found a market among grocers along with certain well-known proprietary cereal foods from the Dominion.

Importers who purchase oat products for stock feeding state that in recent years their sales of rolled oats have been growing somewhat at the expense of oatmeal. Before the war farmers were used to oatmeal. During the conflict large quantities of rolled oats were imported under Government control. Farmers were not as familiar with the feeding qualities of this product, and at the end of the war considerable stocks had still to be disposed of. This was accomplished by reducing prices, and as buyers became more familiar with rolled oats they gradually increased their purchases, and one North of England firm of importers who enjoy an extensive country trade state that they now sell rolled oats and oatmeal for pig feeding in about equal quantities. Rolled oats and oatmeal are also used for cattle feeding in this district. In addition, there is also a very important poultry-raising section in Lancashire which uses considerable quantities of pin-head oatmeal in season. A small quantity of groats is sold for poultry-feeding and for sausage-making.

Generally speaking, Canadian oat products are better liked than American and considered more equal in size to English. Importers state that the German rolled oats sold on this market have not been as flaky as Canadian and that they have been a little more broken up. The import trade in manufactured oat products is in relatively few hands in this territory, and a number of Canadian mills are already well represented. Any exporters, however, who wish to form new connections for the coming season are invited to communicate with the Canadian Trade Commissioner at Liverpool, when the fullest co-operation will be given.

THE HAY MARKET IN SCOTLAND AND NORTHERN IRELAND

TRADE COMMISSIONER G. B. JOHNSON

Glasgow, July 25, 1927.—The partial failure of the hay crop in England has not been experienced in Scotland and Northern Ireland, although in both those areas of the British Isles it is expected that the crop will prove to be below the average.

The cutting of hay in Scotland is now in progress. At the end of June it had begun only in the earlier parts of South Ayr and Dumfries. Clover is deficient in most parts of the country and in some areas is unusually scarce, but in East Aberdeen, Sutherland, Inverness, Nairn, Skye, Dumbarton and northwest Lanark it is estimated that there is a normal amount present in the crop. In four or five districts the yield of "seeds" hay will probably reach the average, and in Clackmannan, Kinross, southwest Fife, Roxburgh, Selkirk, Caithness and South Ayr it is believed that the yield will be slightly above the normal, but the prevailing estimates are from 5 to 10 per cent below the average; in central Aberdeen, southeast and central Perth and Berwick the probable yield is placed at from 15 to 30 per cent below normal. The estimated yield of meadow hay is on the whole estimated to be slightly higher than for "seeds" hay, but in the great majority of districts it is thought the crop will prove to be from 5 to 10 per cent below the average.

In Scotland then the position is that the crop will certainly be short of last year, which was a bumper one both for quantity and quality. Against this there is the fact that from last year's crop there is a large carry-over and although weather conditions this year have not been favourable to growing and making the hay, this factor is keeping the price low. The quality this year appears to be excellent. The finest of the home hay, Carse Timothy, is freely offered at 85s. a ton (2,240 pounds), delivered warehouse Glasgow, and the price of Canadian is maintained just too high to be sold in large quantities. It is

believed, however, that larger quantities of Canadian will be required in the near future, but that it will not run to any unusual dimensions. Last year was a blank so far as Quebec hay was concerned in Scotland. Canadian hay is now being offered at 87s. 6d. to 92s. 6d. per ton, c.i.f. Glasgow, to which have to be added Clyde dues, landing charges, cartage, etc. A shipment of 270 tons of Canadian hay is expected to arrive in Glasgow on the next Canadian Pacific steamer.

The prospects for Canadian hay in Northern Ireland this year are poor unless it is offered very cheaply. Not only is there a large carry-over from last season, but the present crop is turning out heavier than was expected, and during the bright sunshine of the past week a large portion has been saved in good order. Hay has been very low in price. To-day's price for upland hay is 60s. per ton in local markets, loose in carts, not baled; for old upland hay 70s. to 100s. per ton, also loose in carts, and for old meadow hay, 50s. to 60s.

To sum up, there will probably be a fair demand for Canadian hay in Scotland, possibly a large one, but there will be no demand in Northern Ireland unless the price is exceptionally attractive to buyers.

THE PRESENT TONNAGE OF THE WORLD'S SHIPPING

TRADE COMMISSIONER HARRISON WATSON

London, July 22, 1927.—Upon reference to Lloyd's Register Book for the year ended June 30, 1927, it would appear that there has been very little change from the position of twelve months ago.

The world's tonnage in existence as shown by the following table exhibits an increase of only 408,540 tons in the aggregate, with the customary further decline in sailing vessels, to the advantage of steamers and motorships:—

	1927			1926		
	Steamers and Motorships Tons	Sailing Vessels Tons	Total Tons	Steamers and Motorships Tons	Sailing Vessels Tons	Total Tons
Great Britain and Ireland	19,179,029	129,993	19,309,022	19,263,785	136,012	19,399,797
Other countries	44,088,273	1,795,615	45,883,888	43,408,152	1,976,421	45,384,573
Total	63,267,302	1,925,608	65,192,910	62,671,937	2,112,433	64,784,370

Such other variations as took place are increases in the merchant fleets owned by Germany and Italy, by 252,128 tons and 242,753 tons respectively; and a falling off of 208,489 tons in vessels under the United States flag. British ships declined by 90,775 tons.

For purposes of comparison, the following table, contrasting the gross tonnage of steamers and motorships owned by different countries throughout the world in 1914 and 1927, is reproduced as being an important feature of the Annual Register.

	1914 Tons	1927 Tons	Increase or Decrease Tons
Great Britain and Ireland . . .	18,892,000	19,179,000	(Inc.) 287,000
British Dominions	1,632,000	2,699,000	" 1,067,000
Denmark	770,000	1,032,000	" 262,000
France	1,922,000	3,362,000	" 1,440,000
Germany	5,135,000	3,320,000	(Dec.) 1,815,000
Greece	821,000	1,026,000	(Inc.) 205,000
Holland	1,472,000	2,645,000	" 1,173,000
Italy	1,430,000	3,396,000	" 1,966,000
Japan	1,708,000	4,033,000	" 2,325,000
Norway	1,957,000	2,803,000	" 846,000
Spain	884,000	1,136,000	" 252,000
Sweden	1,015,000	1,329,000	" 314,000
United States (Sea)	2,027,000	11,171,000	" 9,144,000
United States (Lakes)	2,260,000	2,435,000	" 175,000
Other countries	3,479,000	3,701,000	" 222,000
Total	45,404,000	63,267,000	(Inc.) 17,863,000

The net addition is equivalent to 39½ per cent of the pre-war tonnage.

Since the war, Britain's share of the world's steam and motor tonnage has fallen from 41.6 per cent to 30.3 per cent, due to the great increase which has taken place in the tonnage owned abroad. Similar percentages for the two years respecting the next seven leading countries are:—

	1914	1927
United States.. . . .	9.4	21.6
Japan	3.8	6.4
Italy.. . . .	3.1	5.4
France.. . . .	4.2	5.3
Germany	11.3	5.2
Norway	4.3	4.4
Holland	3.2	4.2

IRISH FREE STATE FOREIGN TRADE

TRADE COMMISSIONER F. W. FRASER

Dublin, July 20, 1927.—A sharp recovery in the foreign trade of the Irish Free State is shown in the most recent returns. Imports for the five months January to May (as compared with the corresponding period of the previous year), rose from £24,005,383 to £24,527,446, and exports from £13,803,005 to £14,748,052; re-exports, on the other hand, showed a decline from £336,153 to £296,217. The net increase in the total trade was thus £1,427,174.

The following table has been prepared showing the trend of total trade since 1924, the first year for which separate figures are available:—

Trade of the Irish Free State for the Five Months January to May 1924-1927

Country	Imports	Exports	Re-exports
Great Britain—			
1924.. . . .	£19,884,379	£14,510,916	£373,529
1925.. . . .	18,357,591	12,084,490	314,400
1926.. . . .	16,044,030	11,261,974	212,346
1927.. . . .	16,236,848	12,215,369	203,018
Northern Ireland—			
1924.. . . .	3,309,630	2,620,779	155,553
1925.. . . .	2,938,323	2,446,124	145,181
1926.. . . .	2,594,407	2,092,533	120,228
1927.. . . .	2,638,339	1,867,428	84,337
Other countries—			
1924.. . . .	4,624,756	304,193	12,173
1925.. . . .	4,383,772	398,274	14,584
1926.. . . .	5,326,364	427,724	3,607
1927.. . . .	5,662,259	665,255	8,862
Total—			
1924.. . . .	£27,818,765	£17,435,888	£541,225
1925.. . . .	25,680,686	14,928,888	474,165
1926.. . . .	23,964,801	13,782,231	336,181
1927.. . . .	24,527,446	14,748,052	296,217

While imports in the aggregate have dropped by £3,291,319 since the 1924 five-month period, and imports from Great Britain have fallen by £3,647,531, purchases from "other countries" have risen by £1,037,503. Exports in the aggregate have declined by £2,687,836, those to Great Britain by £2,295,547 and to Northern Ireland by £753,351, but shipments to "other countries" have more than doubled. Except for a slight recovery in re-exports to "other countries," the figures in this column have declined steadily for the past four years.

TRADE WITH CANADA

According to the Dominion Bureau of Statistics, exports from Canada to the Irish Free State during the twelve-month period ended May, 1927, amounted to \$6,279,602, as compared with \$4,212,773 during the previous twelve months, representing an increase of just under 50 per cent.

Detailed figures of the trade with Canada for 1927 are available only up to the end of March, and are shown below:—

Imports From Canada to the Irish Free State, January to March, 1927

	Value	
	1926	1927
Bacon	£	£ 605
Cheese	£ 4,186	2,905
Wheat	112,750	125,364
Oats	7,997	....
Wheaten flour	69,747	102,818
Oat products	11,227	523
Fruit pulp and juice	1,350	800
Parts and accessories for motor cars	2,215	1,073
Timber sawn, soft deals, planks and boards	10,317	220
Other sorts	4,213	....
Manufactures of wood	1,260	16,024
Apparel	178	1,347
Paper and cardboard	3,333	2,740
Other articles	3,516	2,717
Total	£232,289	£257,136

Exports to Canada From the Irish Free State, January to March, 1927

	Value	
	1926	1927
Horses	£ 400	£ 530
Spirits (Saorstat) . . . . .	....	953
Woollen tissues	2,506	5,691
Piece goods (linen)	615	498
Wool	2,118	3,938
Other articles	3,503	2,225
Total	£ 9,142	£ 13,835

Shipments of oat products declined from £11,227 to £523. No oats were shipped during the first three months of 1927, as against £7,997 in 1926. An import duty of 2s. 6d. per cwt. on oatmeal (including groats and rolled oats) has recently been imposed; but a short oat crop in Canada last year and a crop somewhat above normal in the Free State, may have had some effect on the decline in consignments of oat products. Satisfactory increases took place in shipments of wheat and wheat flour, while a falling off occurred in consignments of cheese.

PATENTS, DESIGNS AND TRADE MARKS IN THE IRISH FREE STATE

A copy of the Irish Free State Industrial and Commercial Property (Protection) Act, 1927, has been placed on file at the Department of Trade and Commerce, Ottawa. This act, which was passed on May 20, 1927, is designed to make provision for the granting of patents for inventions, the registration of designs and trade marks, and the definition and protection of copyright in Saorstat Eireann.

COMMERCIAL NOTES FROM NEW SOUTH WALES

COMMERCIAL AGENT B. MILLIN

Convertible Motor Body

Sydney, June 30, 1927.—A Sydney inventor has just patented a new-type convertible body designed to enable commercial motor vehicles used for delivery purposes to be converted into full-size tourers. By an ingenious use of hinges and small removable parts, the change can be made in a few minutes. The hood of the tourer—semi-rigid, like the California type—becomes the cover of the delivery van, while the driver's compartment also secures rear protection from the same source. Squat and sitting sections of the back seat fold into

the hood, allowing the full space for the storage of goods. The rear panel of the tourer is removable, and can be replaced for commercial use—with a pair of hinged doors. Details appear to have been well considered. Devices for making the delivery section watertight, and for giving access from the driver's seat have been incorporated.

Gold Mining in New Guinea

There has been few developments in the new field in New Guinea of late, but steady progress is reported. A steamer recently arrived from Rabaul carrying 11,000 ounces of gold won from the fields. An aeroplane service is now operating from that centre and two trips a day are made, reducing what was a four days' journey to one of forty-five minutes. Space is required principally for freight on the outward trip and the charge for a passage is £25, but the return journey may be made for £10. On account of the unhealthy conditions existing in the fields, quite a number of miners have had to return to Australia to recuperate.

Cotton Growing in Australia

The harvesting of the Australian cotton crop commenced in April, and operations have now reached the peak continuing to about August. Owing to the excessive rainfall in the cotton belt at the end of last year, the maturing of the crop was much delayed. The season also opened with a dry spring, which had the effect of considerably reducing the acreage planted. Most of the cotton is grown in Queensland; the record production of 12,000 bales of cotton lint was grown in the 1924-25 season. Owing to the rapid development of the cotton-spinning industry in Australia, consequent upon the granting of the Commonwealth bounty on cotton manufactured here which contains 50 per cent of Australian-grown cotton, the fear is expressed that the production will be inadequate to meet Australian spinners' requirements as stipulated in the Cotton Bounty Act.

Sydney Wool Sales

The last sale of the season 1926-27 was held this week, and as is usual at this time, the selection was of a miscellaneous character, in which lamb's wool, crutchings, and oddments preponderated. A proportion of wools passed in at previous sales was also included. Catalogues were, however, in many cases rendered attractive by the inclusion of many good lines of recently shorn wool from New South Wales and Queensland.

Lines of new clip met a very keen demand, and for all the best merino fleece the trend of values was in grower's favour, the appreciation being 5 per cent on the rates current at the last sales in April. Crutchings sold well, and prices generally were firm.

The buying was shared by all sections. At the outset Japanese competition was particularly keen, and a feature of the sales was the competition on Russian account, the orders passing through one of the English buying houses. Continental buyers bid strongly, and there was also good competition at times for North America, and some moderate buying on Yorkshire account. The new season's wool-selling arrangements were agreed to this week and sales will open in Sydney on August 29, substantial regular catalogues being offered after that date for some months. Although the total Australian clip is estimated as likely to show a decrease of about 250,000 bales, it is expected that the figures for New South Wales will be equal to those of last season.

At the moment prospects point to a strong market and to the continuance of the trend of values in seller's favour.

Utilization of Sharks in New South Wales

An industry has just started in New South Wales, with headquarters at Port Stephens, eighty miles from Sydney, for the commercial utilization of sharks. Although the shark family has not been exploited in Australia to any great extent hitherto, the supply appears to be unlimited. This applies to the whole of the Australian coast and includes the whole of the *plagiostomi* family—sharks, rays, and kindred species.

The skin of the shark is regarded as one of the most valuable assets in the new industry, being adaptable for parquet flooring, motor car upholstery, trunks, motor coats, boots, gloves, and various other articles. The leather is extraordinarily tough and readily absorbs all kind of dyes. Experiments are now being carried out at the Technological Institute, Sydney, with regard to the best method of tanning.

The oil from the liver is used in the manufacture of margarine, soap, paint, the tempering of steel, and for medicinal purposes. Shark fins are much sought after in the East, as is also the dried flesh for which there is a ready sale.

The residue of the shark will be used for fertilizers, pig and chicken fodder, and for glue-making purposes.

£5,000 Reward for Banana Borer Specific

The banana weevil borer has caused much damage to the banana crops at Queensland, and for some time a reward of £2,500 has been offered for a specific remedy against the ravages of the borer, so far without success. The amount of the reward has now been increased to £5,000.

CZECHOSLOVAKIAN MARKET FOR CANADIAN GOODS

TRADE COMMISSIONER L. D. WILGRESS

[Former reports in this series were published in No. 1219 (Flour); No. 1222 (Provisions); No. 1223 (Motor Vehicles); No. 1224 (Area and Population, Trade Routes and Transportation, Natural Resources, and Agricultural Production); and No. 1225 (Industries; Currency; Banking and Finance; and Foreign Trade).]

It is impossible to give any reliable figures of the importations into Czechoslovakia from Canada. The reason is that Canadian goods are imported into the republic chiefly through the free port of Hamburg. In the Canadian trade returns these shipments are entered among the exports to Germany and in the Czechoslovak statistics they are included among the imports from Hamburg or Germany.

The Czechoslovak trade statistics for the year 1925 showed a total import of Canadian products valued at 67,942,834 crowns (\$2,038,285), but the shipments of Canadian flour to Czechoslovakia in that year alone must have been worth double this amount. The German trade returns are still more misleading, as for the fiscal year ending March, 1926, the exports to Czechoslovakia are given at a total value of only \$132,114, and those last year at \$476,632.

The exportation of Czechoslovak goods to Canada is steadily increasing. The Canadian trade returns give the total value of the imports from Czechoslovakia in the fiscal year ending March, 1926, at \$1,272,045, while last year the figure had increased to \$1,726,922. The principal Czechoslovak products shipped to Canada are Gablonz glassware and imitation jewellery, tableware of glass, window glass, glass lamp chimneys, tableware of china, woollen worsteds, serges and coatings, cotton goods, pressed felt, felt hats, silk goods, bentwood furniture, buttons, musical instruments, artificial feathers, lead pencils, and toys.

Flour is the product which comprises the great bulk of present Canadian exports to Czechoslovakia. There is also an increasing quantity of Canadian wheat and rye being shipped to that market.

Apart from these two commodities, Czechoslovakia does not at present purchase any great quantity of Canadian goods. There is a regular but limited import of Canadian agricultural machinery. Rubber vehicle tires are being shipped to Czechoslovakia from Canadian factories, while small quantities of canvas shoes with rubber soles and rubber footwear made in Canada have been sold to customers in Czechoslovakia through agents established in Germany or Italy. The republic offers a market for Canadian motor vehicles, but only a few motor cars from Canada have been so far imported. Adding machines and safety razors are other Canadian-manufactured products which have been sold to Czechoslovakia.

Canadian asbestos is regularly purchased by Czechoslovak manufacturers from stocks consigned to the free port of Hamburg. The same applies to Canadian nickel and cobalt, which is sold to Czechoslovakia principally through German intermediaries.

Among food products, other than flour and grain, Czechoslovakia does not offer a wide market. There is a small trade done in Canadian canned lobsters and canned salmon and a still more restricted business in canned fruits from Canada. The trade in canned milk with this market is now negligible. Compressed cheese of Canadian origin is being sold in Czechoslovakia, but the demand is very limited. Canadian lard, hogs' livers, and other packing-house products have been imported through Hamburg. The same applies to dried apple rings, while there is an opening for Canadian fresh apples in boxes. Very little if any Canadian butter has been imported into Czechoslovakia, since the possibilities for business in this line are very small. There may be later an opening for the sale of Canadian honey to this market.

Among the miscellaneous Canadian products exported to Czechoslovakia there may be mentioned a few live silver black foxes for breeding purposes.

The following table gives the total quantity and value of the imports into Czechoslovakia in 1926 of those products in which Canada has done or might do business with this market:—

Total Imports into Czechoslovakia, 1926

	Quantity Metric Tons (2,204 Lbs.)	Value Thousand C.S. Crowns
Flour of wheat	219,044	697,046
Wheat	212,851	413,437
Rye	91,682	127,580
Agricultural machines—		
Harvesting machines	247	1,932
Motor ploughs (without motors)	290	3,802
Pneumatic tires, other than bicycle tires	1,000	53,545
Solid rubber tires	654	16,596
Rubber footwear	255	18,017
Passenger automobiles	2,679	103,152
Freight automobiles and tractors	2,113	37,332
Asbestos, raw	9,403	31,717
Nickel	322	8,539
Cobalt salts	13	191
Canned fish in oil	1,671	22,913
Other canned fish	102	1,671
Canned fruits	234	1,831
Canned milk	191	1,392
Fine table cheese	410	9,425
Other cheese	482	10,132
Butter	526	13,211
Lard and other hog's fat	31,514	365,955
Fresh apples and pears, packed	483	3,130
Dried fruits other than plums	352	4,785
Honey	293	2,653

OPENINGS FOR CANADIAN GOODS

The following is a summary with regard to the trade in those products which Canada chiefly is in a position to supply to Czechoslovakia.

Flour.—The Czechoslovak market for Canadian flour was fully reviewed in a report which was published in *Commercial Intelligence Journal* No. 1219 (June 11, 1927). It was here shown that Canada supplied Czechoslovakia with around half a million barrels of wheat flour in 1925 and over 700,000 barrels in 1926 out of a total import into the republic in that year of 2,463,130 barrels.

Grain.—The imposition on July 14, 1926, of a lower relative duty on wheat than on flour has provided an impetus to the importation of Canadian wheat into Czechoslovakia. The duties are 30 crowns (90 cents) per 100 kg. on wheat as against 70 crowns (\$2.10) on flour. There are stated to be some twenty flour mills in the republic which use Canadian flour. Most of these are located on the Elbe system of waterways, and this enables them to transport Canadian wheat from the port of Hamburg by barge.

The imports of wheat into Czechoslovakia amounted in 1926 to 212,851 metric tons and in 1925 to 167,069 tons. Of the latter quantity, Hungary supplied 68,271 tons; Germany, 21,308 tons; Jugoslavia, 18,081 tons; and Poland, 14,101 tons; while 11,481 tons were given as coming from Hamburg, 5,334 tons from the United States, and only 111 tons from Canada, but probably a large proportion of the importation from Hamburg consisted of Canadian wheat.

The importation of rye into Czechoslovakia is normally less than that of wheat. In 1926 a total of 91,682 metric tons of rye were imported, but in 1925 the quantity was 170,153 tons. Poland, Hungary, and Germany were the chief sources of supply in the latter year, but 10,684 metric tons were given as being imported from Hamburg, 9,091 tons from the United States, and 641 tons from Canada. The Czechoslovak duty on rye is 38 crowns (\$1.14) per 100 kg.

Czechoslovakia normally produces more than sufficient barley and oats for domestic requirements, but occasionally there is an importation of these grains from overseas countries.

Canadian wheat and rye are usually sold to Czechoslovak buyers through Hamburg and Dutch grain importers, who are represented by agents in Prague. Payment is made against documents in Hamburg. The question of direct business was discussed, and it was pointed out that this could be done if Canadian grain exporters would sell to Czechoslovak buyers on terms of payment against documents in Prague instead of through a Hamburg bank. There would appear, however, to be little advantage in departing from the customary channels of the trade.

Agricultural Machines.—All kinds of agricultural machines and implements are manufactured in Czechoslovakia and there is a considerable export trade in these products. At the same time there is an opening for the sale to Czechoslovakia from Canada each year of a limited number of motor ploughs, binders, and disc harrows, as well as a few mowers and straw cutters.

The breaking up of the large estates has removed the best customers in this territory of Canadian agricultural machinery, but there are still a sufficient number of progressive farmers to purchase the best type of agricultural machines, which Canada can so well supply. It is probable that this season around 100 motor ploughs, 30 to 40 binders, and 60 to 70 disc harrows of Canadian manufacture have been sold in Czechoslovakia. Credit terms of six months to a year rule in this business and distribution is best effected through a firm of agents in Prague.

The general duty on harvesting machines and other agricultural machinery of iron imported into Czechoslovakia is 432 crowns (\$12.96) per 100 kg., the former conventional rate of 192 crowns (\$5.76) ceasing to apply on April 20 last to all machines except crushers with metallic plates and bruising mills with

metallic plates for agricultural purposes. The duties on tractors are 540 crowns (\$16.20) per 100 kg. for those weighing up to 1,500 kg., 680 crowns (\$20.40) for those weighing from 1,500 to 3,000 kg., and 520 crowns (\$15.60) for tractors weighing over 3,000 kg.

Imports of harvesting machines into Czechoslovakia in 1926 amounted to 247 metric tons valued at 1,932,000 crowns, and in 1925 to 89 tons valued at 594,181 crowns, of which Germany supplied 60 tons; Austria, 23 tons; and the United States, 3½ tons. In 1925 there were also imported 105 tons of motor ploughs without motors valued at 1,232,211 crowns, and of these 29 tons were supplied by the United States.

Rubber Goods.—The trade in rubber vehicle tires in Czechoslovakia is very competitive, and the leading French, Italian, United States, British, and German tire companies do the bulk of the business. The imports of pneumatic tires, tubes and casings, other than bicycle tires, amounted in 1926 to 1,000 metric tons valued at 53,545,000 crowns, and in 1925 to 789 tons of a total value of 36,549,298 crowns. Of the latter import, France supplied over half, or 416 tons; Italy, 156 tons; the United States, 76 tons; Great Britain, 63 tons; and Germany, 40 tons. The conventional duty on vehicle tires imported into Czechoslovakia is 1,000 crowns (\$30) per 100 kg. Tires manufactured in Canadian factories have been imported into the republic. The tire business is chiefly transacted through sub-agents of the Continental distributors of the tire companies. These sub-agents are mostly located in Prague.

German, Italian, and other firms occasionally distribute in Czechoslovakia small lots of Canadian canvas shoes with rubber soles, and in other rubber footwear lines the Continental competition is very keen. The importation of rubber footwear, except heels, amounted in 1926 to 255 metric tons valued at 18,017,000 crowns, while in 1925 there were 147 tons imported of a value of 12,786,322 crowns, of which Austria supplied 70 tons; France, 21 tons; Germany, 16 tons; Great Britain, 13 tons; and Sweden and the United States, 10 tons each. From Canada an importation of 30 pounds of rubber footwear was shown in the trade statistics of 1925. The Czechoslovak duty on rubber footwear other than heels is 600 crowns (\$18) per 100 kg. The distribution of Canadian rubber footwear in Czechoslovakia can be effectively left to Continental firms canvassing this market through travellers or sub-agents.

Canoes.—There will be an opening for the sale of Canadian canoes to Czechoslovakia when the existing 12 per cent luxury tax no longer applies to these products. This tax added to the duty makes the price of imported canoes prohibitive. There are two small factories in the republic, each of which turns out about fifteen Canadian-type canoes a year. There are altogether nearly 2,000 of these craft at present in Czechoslovakia, and the sport is popular in those centres situated on rivers, such as Prague, Aussig, Tetschen, and Bratislava.

Motor Vehicles.—The trade with Czechoslovakia in motor vehicles was fully dealt with in a report published in *Commercial Intelligence Journal* No. 1223, dated July 9, 1927. It was shown that the conclusion of the Canadian-Czechoslovak Trade Agreement had rendered possible the export of Canadian-made vehicles to Czechoslovakia, which had previously been precluded by the Czechoslovak system of import restrictions.

Other Manufactured Goods.—There is not much opportunity for the sale of other Canadian manufactured products to Czechoslovakia. Obviously Canadian manufacturers are at a disadvantage in attempting to do business with an inland European country which has highly developed manufacturing industries of its own. Those lines therefore at present being shipped to this market are specialties, in which the Canadian industry can compete all over the world. Besides the products mentioned, hockey skates of Canadian manu-

facture have been introduced, while occasional shipments of adding machines and safety razors have been made to Czechoslovakia from Canadian factories. A possible opening for Canada might exist in the sale of carborundum wheels for the use of the glass-cutting industry of northern Bohemia.

Minerals.—The principal Canadian minerals imported into Czechoslovakia are asbestos, cobalt compounds, and nickel. These are chiefly distributed by German intermediaries. In the case of asbestos, the Czechoslovak manufacturers purchase from stocks consigned to Hamburg. The asbestos sheet industry requires large quantities of short-fibre asbestos, while some long-fibre stock is also required for spinning purposes. The imports of raw asbestos into Czechoslovakia amounted in 1926 to 9,403 metric tons valued at 31,717,000 crowns. In 1925 there was an import of 7,433 tons, of which 2,757 tons were shown as having been imported from Germany, 2,377 tons from Hamburg, 910 tons from Canada, 832 tons from Russia, and 432 tons from South Africa.

Imports of nickel amounted to 322 tons in 1926 and to 450 tons in 1925, Germany, Belgium, Great Britain, and Hamburg being designated as the principal sources of supply in the latter year. A total of 13 tons of cobalt compounds was imported into Czechoslovakia in 1926 and of 24 tons in 1925, nearly all of which were given as being imported from Germany. Of other minerals there would be an opening in Czechoslovakia for crucible graphite from Canada.

Provisions.—The possibilities for trade with Czechoslovakia in various food products, apart from grain and flour, were fully reviewed in a report on the "Market in Czechoslovakia for Provisions," published in *Commercial Intelligence Journal* No. 1222, dated July 2, 1927. Among the products dealt with in this report are canned lobsters and salmon, canned fruits, package cheese, butter, lard, dried apples, fresh apples, and honey, in most of which a limited trade can be done with this market.

Miscellaneous Goods.—The only line under this heading deserving of mention is the trade in silver black foxes. The mountainous districts along the German border in northern and western Bohemia are very suitable for the breeding of silver foxes and some ranches have been started with foundation stock purchased in Canada. The sale of any great number of breeding foxes to Czechoslovakia is out of the question for the present, however, as the development of this industry is hampered by the lack of capital available for investment in fox ranching.

QUOTATIONS, TERMS, AND PACKING

Canadian exporters should always quote c.i.f. Hamburg when corresponding with firms in Czechoslovakia, since Hamburg is the port through which the bulk of Canadian goods imported into the republic are shipped. The metric system of weights and measures should also always be used in quotations to Czechoslovak customers.

The terms of payment vary in accordance with the nature of the goods. For the bulk of the Canadian products shipped to Czechoslovakia the usual terms are cash against documents Hamburg, payment being effected through a Hamburg bank. There are practically no firms in Czechoslovakia who would be prepared to open credits in Canada for goods to be purchased in the Dominion. In the case of manufactured goods credit terms are frequently required. These vary from thirty days in the case of rubber goods and other lines to six months and longer in the case of agricultural machinery.

No special requirements need be observed in connection with packing goods for shipment to Czechoslovakia. Package or case goods are transported from Hamburg speedily and efficiently by rail, while grain, flour, asbestos, and other bulk cargoes are mostly transported by river barge. In neither case would there be any very rough handling before the goods reach customer's warehouse.

REPRESENTATION

The question of the proper form of representation for the sale of Canadian goods to Czechoslovakia is a very important one, but is subject to a number of different considerations. One of the principal factors bearing on this question is the important part which Hamburg firms take in the distribution of goods to Czechoslovakia. This arises from the geographical position of Hamburg as the chief port of arrival for overseas products consumed in Czechoslovakia.

A large part of the Canadian products at present exported to Czechoslovakia are sold through the medium of German firms. Thus Canadian flour is chiefly distributed through the agents of the Canadian milling companies located in Hamburg or Holland. The same applies to grain. Canadian packing-house products, dried apples, and cheese are also purchased by the dealers in Czechoslovakia from importing firms in Hamburg. Fresh apples from North America are sold on the Hamburg fruit auctions to Czechoslovak dealers. Canadian asbestos and other minerals are also distributed in Czechoslovakia through German intermediaries. Rubber goods and other manufactured lines are often sold in Czechoslovakia through German or other firms having the sole distribution for most of Central and Eastern Europe.

On the other hand, there is a tendency in Czechoslovakia to promote direct commercial relations with foreign countries and this tendency is being fostered by the Government. Every effort is being made to eliminate, where possible, the intermediary of a third country. These endeavours have been only partially successful, but they should lead to further results as the Czechoslovak market increases in importance.

At present practically the only Canadian products being sold in Czechoslovakia through direct agents established in the republic are canned fish and agricultural machinery. It is difficult to state how far this practice should be extended to other commodities. In general it would appear to be a good rule governing representation for Czechoslovakia that in the case of bulk commodities the market can be covered very well by representation in Hamburg, but that in the case of articles sold under a brand or trade mark better results can often be achieved by having direct agents in Prague for the whole of Czechoslovakia. These agents would usually devote more attention and energy to promoting the sale in Czechoslovakia of the particular brand or trade mark than could possibly be given by a Hamburg firm working the market through sub-agents or travellers.

CHARACTER OF THE MARKET

Western European standards prevail throughout a large part of Czechoslovakia, which means that both quality and price influence the sale of goods in this market. Quality because the people have been educated to appreciate the advantages of purchasing superior articles which are a better value than cheaper goods. Price is an important factor because the average income is relatively low. The Czechoslovak Minister of Finance has estimated the national income at 60,000,000,000 crowns, which represents around \$130 per capita. Although this is fairly high as judged by Central European standards, it is very low in comparison with the Canadian standard of living.

The chief consumers in Czechoslovakia of Canadian products are the inhabitants of the industrial centres of Bohemia, Moravia, and Silesia. It is for the requirements of these centres that Canadian food products are imported. The wages and salaries of industrial employees are very much lower than in Canada. It is estimated that 37.2 per cent of the population of Czechoslovakia derive their living from agriculture and forestry. Apart from agricultural machines, no Canadian goods would be purchased by the agricultural population, most of whom are peasants with small holdings. Moreover, in the eastern part of the republic the standard both of agriculture and living is more akin to that of Eastern Europe. These considerations require to be borne in mind

when estimating the possibilities for trade with Czechoslovakia. The republic affords good openings for the sale of certain Canadian products, but the extent of the market is limited by the factors outlined above.

ECONOMIC CONDITIONS IN GERMANY

ASSISTANT TRADE COMMISSIONER J. C. MACGILLIVRAY

Hamburg, July 21, 1927.—During the past quarter of the year the improved economic situation in Germany has continued and, generally speaking, business conditions are good with considerable animation being shown in almost every branch of industry. Prices have remained firm, retail trade is brisk and the average number of business insolvencies has been considerably less than was the case during the corresponding or any equal period in 1926. On the other hand, there has been no improvement in the position of the foreign trade figures and for the month of June the unfavourable trade balance amounted to 449 million marks with imports at the highest point since the beginning of 1925.

One of the surest barometers of industrial conditions is the unemployment index. In January the number out of work totalled 1,746,000, while on July 15 this figure had shrunk to 541,000, and it is safe to say that the greater number of these have been absorbed by industry rather than agriculture. At the same time the seasonal employment of many labourers on the land has been a big factor in lessening the unemployment problem and should not be lost sight of.

Both the wholesale price index and the cost of living index have risen slightly. Based on 100 in 1913-14, the former stood at 137.6 for June against 134.8 in April. This naturally reflects a corresponding increase in the indices for industrial raw materials, finished goods and agricultural products. The index number for the latter rose from 135.2 in April to 139.3 in June. The cost of living index for June was 147.7 against 146.4 in April and 144.9 in March. The sharp increase from March to April was largely caused by the general 10 per cent increase in rents.

Savings bank deposits continue to increase and at a more rapid rate than in pre-war days. At the beginning of 1926 they amounted to 1,798 million marks. In January, 1927, they had risen to 3,381 million marks, while up to the end of May they had further increased to 3,967 million marks.

There have been no movements of particular note in any of the important industries. The coal output, which has been gradually decreasing since December when it reached its peak, revived during June when production reached 10,423 thousand tons compared with 10,413 thousand tons in May. The December figure was 13,780 thousand tons. The raw steel production continues to be steady with a firm demand. The total output in May was 1,378,289 tons and in June 1,327,976. The textile industry is particularly active, and early in June there were as many looms at work as in the best years before the war with a corresponding increase in the export of this class of goods.

The leading producers of high-quality steel have entered into negotiations with a view to forming a new trust. The Deutsche Edelstahlwerke, in Bochum, Westphalia, which is affiliated to the existing Steel Trust, and which produces 40 per cent of Germany's special steels, has begun "conversations" with unaffiliated steel concerns, including the large Becker organization. The immediate aim of the discussions, it is believed, is to conclude a price agreement which has been made necessary by the strong policy adopted by Czechoslovakian and Austrian competitors.

As an illustration of the determination of the Germans to increase their export markets may be mentioned a contract which they recently secured from the Victoria State Electricity Commission of Australia. Competitive tenders were received from Germany and the United Kingdom and when these were examined it was found, allowing for the British tariff preference, that the German price was 16.7 per cent lower than the British and it is also stated that delivery would be made much more quickly.

The shipyards are at the present time all fully employed, but the prospects do not appear to be particularly bright for the future. As far as can be learned the big shipping companies have practically completed their building plans with the placing of the orders which are now being executed. It is of interest to note that three motor ships were recently ordered from Swedish yards at prices considerably lower than those quoted by the home industries.

The Berlin stock exchange was the scene of a panic on Friday, May 13, which exceeded anything since the worst period of the inflation. Declines ranging from 10 to 40 points occurred in all kinds of shares and the public, which had hitherto been reluctant to sell, was seized with a panic and began throwing shares on the market at any price with resultant heavy losses. As an example of the debacle even in the best industrial shares, the Vereinigte Glanzstoff dropped 130 points in one day and a big brewery the same number of points. There were at the same time similar unsettled conditions in the exchanges of some of the provincial centres.

As a result of ebbing reserves, the Reichsbank discount rate was raised from 5 to 6 per cent on June 10, a move which for a long time had been resisted. This was on the grounds that it would raise the cost of industrial production and hurt exports, and that it would encourage the inflow of foreign currencies for short-term loans as the accumulation of these currencies at the Reichsbank gave false impressions abroad about German prosperity. This is the first increase since currency stabilization. On the whole, money has been tight which is in contradistinction to the great fluidity of last January.

The foreign trade statistics, in thousands of marks, for the three months April, May and June, are as follows:—

	Imports			Exports		
	April 1927	May 1927	June 1927	April 1927	May 1927	June 1927
Livestock	14,676	14,118	14,667	566	767	645
Food and drink	336,090	356,077	371,679	28,265	33,035	26,644
Raw and semi-manufactured materials	555,442	592,729	602,405	171,193	177,531	161,621
Manufactured goods	190,150	210,345	208,519	596,968	622,372	559,300
Wares only	1,096,358	1,173,269	1,197,270	796,992	833,705	748,210
Gold and silver	7,371	5,397	4,458	1,390	1,539	1,434
Total	1,103,729	1,178,666	1,201,728	798,382	835,244	749,644

In May when the imports exceeded the exports by 340 million marks some consolation was taken from the fact that, while the imports of raw materials had risen, the exports of finished goods had also increased. In June, however, while the importation of unfinished goods has forged ahead, there was a general decrease in all the four groups of export commodities with manufactured goods below the figure for April.

In the raw and semi-manufactured material group the principal declines were in coal, raw iron, and raw textiles. Among the manufactured goods the principal drop was registered by textiles—a fact which is difficult to coincide with the busy state of the industry. There are also decreases in iron ware, paints and varnishes, chemicals, and electrical goods. In fact, the only increases are in shipments of furniture and toys.

Canadian Manufacturers and Exporters are strongly advised to file all numbers of the "Commercial Intelligence Journal" for future reference, and to bind them with the Index at the end of each half year.

MARKET IN ARGENTINA FOR PRESERVED AND TINNED FISH

TRADE COMMISSIONER E. L. McCOLL

Buenos Aires, June 29, 1927.—There is a constantly increasing consumption in Argentina of imported dried, salted, smoked, and tinned fish of various kinds. In 1921 importation of the principal kinds amounted, in round figures, to 9,124 tons, while for 1925, for the same kind of fish, imports almost were doubled, amounting to 17,502 tons. For the first six months of 1926 the amount imported totalled 9,038 tons, which is an increase over the same period for the previous year of 218 tons.

The latest figures of imports, by countries, are for the year 1925, statistics for the six months of 1926, not including places of origin:—

Kind of Fish	1925	Jan.-June 1926	1921
	Kilos	Kilos	Kilos
Smoked herring, in boxes	139,023	101,817	75,695
Smoked herring, in kegs	4,129	8,461	5,179
Cod fish, cut	212,222	105,127	45,641
Cod fish, whole	5,314,784	2,863,036	3,377,670
Fish, preserved in tins	770,802	488,977	983,521
Fish, in brine or pressed	2,236,459	1,165,480	1,409,377
Stock fish	164,247	77,354	182,719
Sardines, in oil or sauce	8,392,253	4,065,520	3,024,319
Oysters	268,267	162,082	19,718
	17,502,186	9,037,851	9,123,839

Smoked herring, in boxes, came principally from the United Kingdom, which supplied 56 per cent of the total, while Holland and Norway followed with 28 and 11 per cent respectively. Smoked herrings, in kegs, imported amounted only to 4 tons, the market being divided almost equally between Holland and the United Kingdom. Boneless or cut codfish, amounting in all to 212 tons, was supplied principally by Norway, 30 tons coming from the United Kingdom. The second most important item is whole dried codfish, of which during the year under review 5,315 tons came into Argentina. The market was divided between Norway and the United Kingdom, the former taking 79 per cent and Great Britain 20 per cent. Preserved oysters are becoming an important commodity of consumption. In 1921, 20 tons were imported, but the demand for them has so increased that this modest quantity has grown to 268 tons in 1925. Spain led as a country of origin to the extent of 66 per cent; the United States supplied the remainder. The importation of sardines, both in oil and tomato sauce, has grown from 3,024 tons in 1921 to 8,392 tons in 1925. The United States leads with 3,631 tons. This American sardine is put up in tomato sauce in large oval tins. It is a fish many times larger than the common small sardine. Spain follows a close second as a country of origin with 3,574 tons. Portugal furnished 931 tons and Norway 108 tons. Other fish in tins amounted to 771 tons. This class will include salmon, lobster, and many other kinds of fish which come from the different countries of Europe. Under this category, Spain accounted for 57 per cent of the total, while Italy came second with 19 per cent, the United States and Great Britain following with 10 per cent and 7 per cent respectively. Fish in brine or pressed imported totalled 2,236 tons, of which quantity 1,382 tons came from Spain, 483 tons from Holland, and 16 tons from the United States. Norway supplied 88 per cent of dried stock fish imported, the total amount of which was 164 tons.

CODFISH

Importers interviewed state that North American codfish is not suitable for the local market. They could not say whether the method of drying, the North American climate, or the packing was responsible.

Norwegian fish comes in hermetically sealed tins which are enclosed in wooden cases. Some North American codfish was stated to have always arrived in hermetically sealed tins but in a bad condition. Also on rare occasions Norwegian fish, although hermetically sealed, has depreciated during shipment. Some importers are inclined to the view that fish which arrives in bad condition results from too much air having been left in the tins. Quotations for shipment from Norway during the month of June were 41s. per case of 45 kilos, including tin but not the wooden case enclosing the tin. June shipment represents codfish from the new pack. Supplies are still available from last season's operations, and this stock is quoted at 37s., both prices c.i.f. Buenos Aires.

This business is practically done on a consignment basis, as the packers guarantee good condition upon arrival; in other words, the consignee is permitted to inspect the shipment prior to accepting or paying the bill drawn to cover the amount of the invoice.

The tins from some of the more important packers are lithographed, and certain brands have a call over others on account of quality.

The writer regrets that Canadian exporters of codfish do not make a more determined effort to enter this market. If any packer will send a sample case or two, together with c.i.f. Buenos Aires quotation, and be willing to pay duties and clearance charges incurred, the Trade Commissioner will be very glad to show them to responsible importers and render a full report on the results.

SALMON

Article 5 of the National Decree of January 30, 1925, covering the packing and marking of goods has put an end for the time being to the importation of salmon. It reads as follows:—

Article 5. (a) Metal containers for pasty food products or those packed in liquids of acid reaction or solutions of common salt or brine must be coated internally with a protecting varnish free from poisonous substances.

When coloured papers are used in wrapping food products, an intermediate paper must be used to prevent the contact of the food with the former.

(b) In the case of pasty preserves or those in liquids, it will be understood by acid reaction, for the purposes of the application of this article, that which exceeds an acidity equivalent to six cubic centimetres of normal sodium hydrate per cent by weight of the pasty substance or of the liquid, as the case may be.

(c) Edible oils are not affected by the requirements of this article.

The Argentine authorities state that tinned salmon exceeds the maximum acid allowance and therefore comes within the category of products requiring internally varnished containers. The packers contend that this cannot be done without damaging the contents. At the present time the Canadian Trade Commissioner, through the British Chamber of Commerce, is doing his best to have the regulations modified sufficiently to allow salmon to enter the country. The matter is at present under review, but no decision can be expected for some considerable time.

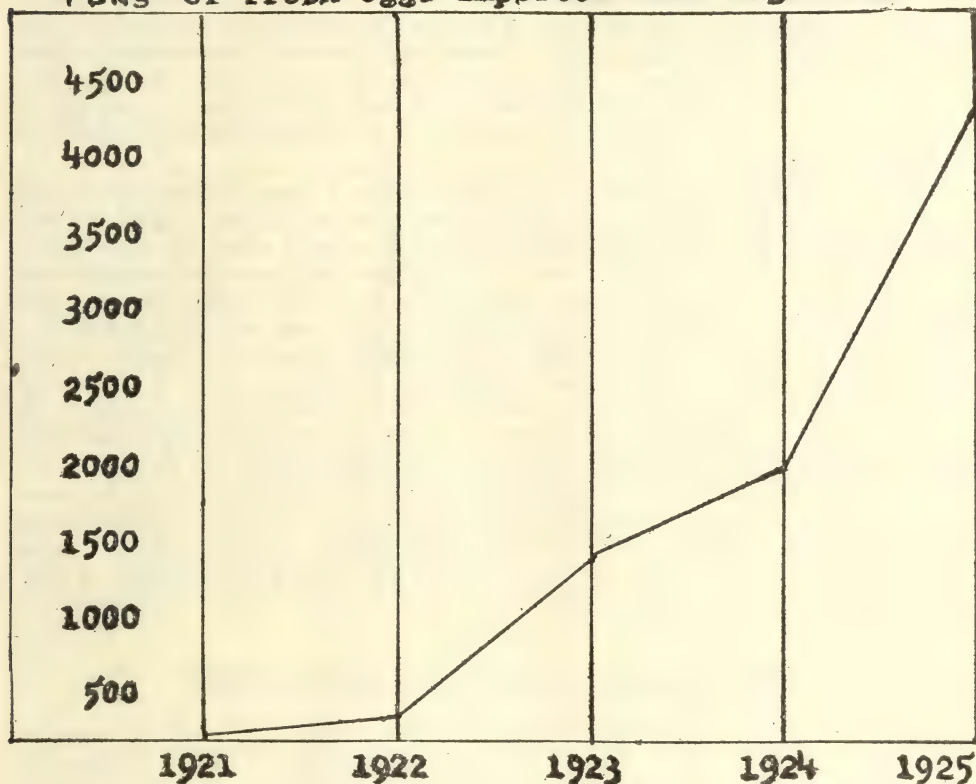
MARKET IN ARGENTINA FOR IMPORTED EGGS

TRADE COMMISSIONER E. L. MCCOLL

Buenos Aires, July 14, 1927.—The importation of eggs into Argentina has been steadily increasing during the last seven years. In 1921, $7\frac{1}{2}$ tons came into the country: $6\frac{1}{2}$ tons from Chile, half a ton from Uruguay, and 145 kilos from Great Britain. It may therefore be said that since the war shipments from any considerable distance commenced in 1921 with a few sample cases from Great Britain. Imports for 1922 rose to 215 tons: 16 tons from the United States, while Great Britain and Italy supplied $13\frac{1}{2}$ and $9\frac{1}{2}$ tons respectively; the remainder came from the border countries. Receipts for 1923 increased

more than five times, amounting to 1,295 tons. In this year United States shippers took a tremendous lead in their position as suppliers, accounting for no less than 704 tons, while Great Britain supplied 106 tons and Italy 197 tons. Foreign purchases of fresh eggs during the year 1924 nearly doubled those of 1923, and amounted to 2,043 tons. The United States as a source of supply again increased its lead with 1,612 tons, while Italy and the United Kingdom followed with 270 and 49 tons respectively. Imports for 1925 more than doubled those of 1924. United States shippers supplied 3,055 tons, and Italy 796 tons, out of a total of 4,301 tons. For the first six months of 1926, the latest period for which statistics are available, a total of 4,416 tons was imported. Countries of origin are not given. This is more than double the quantity imported for the same period of 1925.

TONS of fresh eggs imported into Argentina



There is an increasing production of eggs in Argentina, but there is a corresponding increase in consumption. During the months of May and June consumption very considerably exceeds the supply, so that importation as described above is resorted to. Apart from these two months, local supply is sufficient. Eggs brought from the United States are shipped by first-class passenger steamers having cold storage facilities. This year's main shipments began with steamers leaving New York on and after April 23. From May 7 to May 21 shipments from New York are said to have been at their peak, after which time they began to decline. On June 4 one of the liners which left New York for Buenos Aires carried a few cases, this being probably the last shipment.

One of the chief meat-packing companies of the United States has been an important factor in the supply of American eggs for Argentina. Prices quoted

c.i.f. Buenos Aires, for highest quality, ranged from \$9.50 to \$9.70 per case of 30 dozen. On account of competition, the market demands that the net weight of "firsts" should not be less than 43½ pounds per 30 dozen, while "seconds" should not weigh less than 42 pounds net for the same quantity. Some sample cases of Canadian eggs were sent to Buenos Aires from Ontario. They were of excellent quality and arrived in good condition. Canadian quotations were from \$1.50 to \$2 per case higher than American prices, and therefore no business could be obtained. At the time when American eggs were being quoted c.i.f. Buenos Aires at \$9.50 per 30 dozen, prices to country shippers in Vancouver for "extras" were being quoted at from 23 to 25 cents. From this information it would look as if Vancouver shippers could have competed. The Canadian cases were stronger and of better design than the others and could be reshipped into the interior of the country without fear of loss through breakage. It must be said, however, that the cardboard partition which was used to separate the different layers was not thought to be practicable, and it was considered a miracle that the eggs arrived unbroken. American packers use a layer partition of excellent design. It is made of thick but light wood-pulp, there being a small indenture which holds the end of each egg in place. A sample of this partition may be obtained on application to the Department of Trade and Commerce, Ottawa.

If any shipper of British Columbia wishes to investigate further this market, he should be prepared to ship by cold storage steamer, either by way of Vancouver or New York, next January a few sample cases for distribution to the principal buyers. Orders could then be booked from the samples submitted, providing quotations were competitive. A guarantee must be obtained from the railway and steamship companies that the eggs will be carried at a temperature of about 32 degrees and shall under no account be frozen. Some shippers pack with the eggs a self-registering thermometer which shows by graph the exact temperature which has prevailed throughout the journey. If the eggs arrive in bad condition, owing to a wide variation of temperature, the importer has an authentic record with which he can confront the carriers. The value to the shipper of using a thermometer in this manner cannot be overestimated, as it protects the interests of his client and creates in him confidence that the exporter is doing his best to protect the buyer's interests. Freight rates can be obtained for shipments from New York by writing to Sanderson & Son, Inc. (agents of Lamport & Holt, Ltd.), 26 Broadway, New York, and the Munson Steamship Line, New York.

NEW ZEALAND COPYRIGHT REGULATION

The *New Zealand Gazette* of June 23, 1927, contains a notice placing in the category of prohibited imports within the meaning of the Customs Act, 1913, copies made outside of New Zealand of any work in which copyright subsists which, if made in New Zealand, would infringe copyright. It is stated that an essential condition for the prohibition of import is that the owner of the copyright give notice in writing to the Minister of Customs that he is desirous that such copies should not be imported into New Zealand.

ASSISTANCE THAT CAN BE GIVEN BY CANADIAN TRADE COMMISSIONERS

Many manufacturers and exporters apparently are not fully advised as to the valuable services that can be rendered by Canadian Trade Commissioners. The attached is therefore issued with a view to rendering the activities of Canadian Trade Commissioners of greater use to manufacturers and exporters generally.

COMMERCIAL INFORMATION

1. Manufacturers and exporters can receive up-to-date information through the *Commercial Intelligence Journal* or by direct correspondence with the Department or any of the Canadian Trade Commissioners as to:—

- (a) The present and prospective demand for their goods.
- (b) Foreign and local competition (with specimens, catalogues and prices).
- (c) Details of best selling methods.
- (d) Reports on foreign buyers, though the Department cannot assume any responsibility in any opinions expressed by Trade Commissioners. They, however, will use their best endeavours to advise exporters as to the standing of such firms.
- (e) Specifications of articles in particular demand.
- (f) Inquiries for goods, and by means of an efficient system for collecting such inquiries the names can be obtained from time to time from the Commercial Intelligence Branch of the Department at Ottawa.

AGENTS, BUYERS, AND DISTRIBUTORS

2. Trade Commissioners will also:—

- (a) Recommend to intending exporters the names of responsible parties in a position to act as agents or buyers and distributors.
- (b) Give every possible assistance to such agents, etc., and will introduce them to influential individuals or associations who may be in a position to buy goods from Canada.
- (c) Give confidential information, when so requested, as to the activities of agents appointed by Canadian exporters, or firms to whom sales have been, or are being, made.

3. Trade Commissioners can assist in advising Canadian exporters and manufacturers:—

- (a) As to the best media in which to place advertisements and the form which such advertisements should take, i.e., their adaptation to the special requirements of the community.
- (b) In the display of catalogues, price lists and samples where they can be seen by potential buyers.
- (c) As to the distribution of trade literature and its probable cost.

GENERAL

- 4. (a) Trade Commissioners will always be glad to receive visitors from Canada and introduce them to possible buyers or agents, or put them in touch with such experts as legal advisers, interpreters, and shipping and banking representatives.
- (b) The good offices of Trade Commissioners can always be invoked with a view to settling difficulties which may arise between the Canadian exporters and buyers abroad.
- (c) Trade Commissioners will at any time provide such information as may be available as to freight rates, customs, port dues, etc., so as to enable Canadian firms to quote prices for delivery overseas. They will be glad also to provide information respecting cost of travel, regulations applicable to commercial travellers, packing and marking of goods, shipping accommodation, storage arrangements, and any other foreign government regulations or conditions which have to be complied with.

FINANCIAL ARRANGEMENTS

5. Particulars can be obtained with regard to:—

- (a) Terms of credit which may be given to foreign buyers.
- (b) Financial houses and banks who will discount bills or give credit.

- (c) Regulations governing the recovery of debts in foreign countries.
- (d) Disposal of goods abroad contracted for but not accepted by foreign buyers.
- (e) Infringement of trade marks or patent rights; and advise on registration.

INFORMATION NECESSARY TO THE TRADE COMMISSIONER

When a Canadian exporter desires the assistance of a Trade Commissioner in marketing his goods abroad, he should in the first letter give that officer the very fullest information in regard to the commodity which he desires to sell as follows:—

- (a) Catalogues and best export prices c.i.f. port of entry, or failing that, f.o.b. Canadian port. It is quite useless to send prices f.o.b. factory.
- (b) Details regarding process of manufacture if convenient.
- (c) If not too bulky, samples of what the firms have to offer should be forwarded—not necessarily a full range—and a draft or money order sufficient to cover the customs duties and landing charges on the samples.
- (d) Bankers' references.
- (e) The proportion of output which is available for export, time required to ship from receipt or order and the quantity for which orders will be accepted.

The Trade Commissioner will thus be in a position to make a survey of his territory, report the opportunities for the lines to be exported, and can then either place the exporter in communication with reliable importers or recommend suitable agents.

TARIFF CHANGES AND CUSTOMS REGULATIONS

Yeast a Prohibited Import Into South Africa

Mr. G. R. Stevens, Canadian Trade Commissioner at Cape Town, calls attention to an amendment of the South African Customs Management Act, gazetted June 24, 1927, which prohibits the importation of yeast (except under license) into the Union of South Africa, the mandated territory of Southwest Africa, or the port and settlement of Walvis Bay. The object of the prohibition is to prevent the manufacture of "skokiaan," an illicit beverage used by the natives. Unless such yeast has been on order or shipped for export to South Africa on or before May 27, 1927, it is subject to this restriction.

In future importers will be required by the Department of Customs and Excise to present an import permit signed by the Commissioner of Police for the article in question. The quantities of such imports, it is stated, are to be strictly limited.

A clause was included in a Bill consolidating the liquor acts of the various South African provinces which would have limited the local manufacture of yeast, but the bill did not pass during the last session. The section prohibiting the importation of yeast applies in like manner to various kinds of dangerous weapons as specified including swords, certain knives, spears, etc.

Labelling of Goitre Remedies in New Zealand

Mr. C. M. Croft, Canadian Trade Commissioner in Auckland, New Zealand, has forwarded a copy of regulations published in the *New Zealand Gazette* of June 23, 1927, respecting the labelling of goitre remedies. Firms interested may obtain further information on application to the Department of Trade and Commerce, Ottawa.

Restrictions on the Import of Potatoes into Mexico

The Trade Commissioner in Mexico City advises that severe restrictions have been imposed upon the importation of potatoes into Mexico.

One of the conditions for permitting entry of potatoes from any particular country is that proof be given that the country is free from "potato wart" and from other diseases affecting potatoes and that the country maintains effective quarantine regulations against potatoes from countries where such diseases or pests exist. Certificates from the sanitary authorities of the exporting country are required. Details may be obtained on application to the Department of Trade and Commerce, Ottawa.

Shipments to Trinidad and British Guiana Via Foreign Ports

Mr. R. T. Young, Assistant Canadian Trade Commissioner at Port of Spain, Trinidad, writing under date of July 11, 1927, directing attention to the following special regulations dealing with the application of the preferential tariff to Canadian goods shipped to these Colonies via foreign ports.

Goods, the produce or manufacture of any part of the Empire, consigned to the colony, which have been transhipped en route at a foreign port after overland transit from the Empire country of origin, shall not be entitled to preference, unless such goods have passed through such foreign country in bond, and are accompanied by the through bill of lading or railway consignment note from the country of production to the colony in support of their certificate of origin.

Where a through bill of lading or railway consignment note is not available, the ocean bill of lading from the foreign port of shipment must bear a certificate signed by the steamship company before the British Consul that the goods have passed through such foreign country in bond, giving the Empire country of production and the number of the bonded car, in which case the certificate of origin should also be attested by the British Consul.

Goods the produce or manufacture of any part of the Empire, imported or re-consigned from a foreign country, shall not be admitted to preference.

TRADE INQUIRIES FOR CANADIAN PRODUCTS

Since the publication of the last *Commercial Intelligence Journal* there have been received the following inquiries for Canadian products. The names of the firms making these inquiries, with their addresses, can be obtained only by those specially interested in the respective commodities upon application to: "THE COMMERCIAL INTELLIGENCE BRANCH OF THE DEPARTMENT OF TRADE AND COMMERCE, OTTAWA," OR THE BOARDS OF TRADE AT ST. JOHN, HALIFAX, QUEBEC, SHERBROOKE, MONTREAL, TORONTO, WOODSTOCK, ST. MARY'S (ONT.), PORTAGE LA PRAIRIE, ST. BONIFACE (MAN.), WINNIPEG, VANCOUVER, NEW WESTMINSTER, AND PRINCE RUPERT; THE CHAMBERS OF COMMERCE AT BELLEVILLE, PETERBOROUGH, HAMILTON, ST. CATHARINES, STRATFORD, BRANTFORD, LONDON, ST. THOMAS, SARNIA, AND VICTORIA (B.C.); THE CHAMBRE DE COMMERCE, DISTRICT OF MONTREAL; BORDER CHAMBER OF COMMERCE, WINDSOR; THE CANADIAN MANUFACTURERS' ASSOCIATION OFFICES AT TORONTO, MONTREAL, WINNIPEG, EDMONTON, VANCOUVER, AND VICTORIA; AND THE KITCHENER AND WATERLOO MANUFACTURERS' ASSOCIATION, KITCHENER (ONT.).

Foodstuffs

694. CONDENSED MILK.—A Hamburg firm are desirous of forming a connection with a Canadian firm of exporters specializing in condensed milk.

695. LOBSTERS.—A Hamburg firm wishes to form a connection with a Canadian firm exporting canned lobsters.

696. CANNED LOBSTER.—A firm in Stockholm, Sweden, desire to hear from Canadian exporters.

697. CODFISH.—Franco-Belgian firm in Sao Paulo, Brazil, wish to represent Canadian firm exporting codfish suitable for Brazil, on commission.

698. DRIED APPLES.—Dutch concern desires to establish connection with Canadian exporter, as commission agent.

699. FLOUR.—Flour importer in Friesland, Netherlands, is open to represent flour miller or to purchase direct.

700. FLOUR.—A firm in Haarlem, Holland, would like to represent Canadian exporter of flour, as commission agent.

701. FLOUR.—A firm in Helsingfors, Finland, who for twenty-five years before the war represented the largest Russian mills, are now desirous of acting as agents for a Canadian flour mill.

702. BARLEY FLOUR.—Canadian exporters of barley flour are requested to communicate with a prominent firm in Trieste.

703. FLOUR AND GRAIN.—An importer in Teneriffe, Canary Islands, is desirous of securing the agency, upon a commission basis, of Canadian shippers of flour and grain.

704. SEMOLINA.—Importer in North Holland desires c.i.f. offers of coarse and medium semolina.

705. SOFT SUGAR (BROWN No. 10).—Dutch importer desires connection with Canadian sugar mill for 60 kilo tons per month.

Miscellaneous

706. BUTTER PAPER.—Dutch importer desires offers, on butter paper in reels; 40 grams per square meter. Samples available at Department.

707. KRAFT PAPER.—Importer in Leeuwarden, Holland, desires c.i.f. quotations on kraft paper. Samples available at Department.

708. PATENT LEATHER.—Firm in Zutphen, Holland, desires to represent Canadian exporter of patent leather on commission basis in the first instance.

709. UPPER LEATHER.—Dutch firm well established in the shoe trade desires to receive samples and c.i.f. quotations with view to representing Canadian exporter on a commission basis.

710. FELT.—A non-Japanese firm, located in Yokohama, desires to hear from Canadian manufacturers of felt suitable for the lining of rubber boots.

711. RUBBER HOSE.—Amsterdam firm are desirous of representing a Canadian rubber-mill, especially for hosing (water, steam, pneumatic tool, etc.).

712. HONEY CASKS.—Jamaican firm wish to import honey casks from Canada.

713. BOTTLE-WASHING MACHINERY.—Commission agent in Haarlem, Holland, would like to represent a competitive manufacturer in bottle-washing machinery.

714. IRON STRAPPING FOR CASES.—Commission agent in Haarlem, Holland, would like to hear from a Canadian manufacturer who can compete with United States factories in iron strapping for cases.

715. SHIP AND BARGE CHAINS.—A Dutch agent in Haarlem, Holland, would like to represent a Canadian manufacturer of same if competitive.

716. CRUSHED LOBSTER SHELLS.—Rotterdam importer desires to establish relations with Canadian exporters of crushed lobster shells.

717. FISH MEAL.—Liverpool firm would like to get in touch, as buyers, with Canadian manufacturers of fish meal suitable for fertilizing purposes. Analysis and samples requested, along with c.i.f. Liverpool quotations.

PROPOSED SAILINGS FROM CANADIAN PORTS

(The sailing dates are approximate and subject to change without notice)

From Montreal

To ANTWERP.—Canadian Trapper, Aug. 23; Canadian Raider, Sept. 2; Canadian Rancher, Sept. 12—all C.G.M.M.; Melita, Sept. 2; Bosworth, Sept. 17—both Canadian Pacific.

To AVONMOUTH.—Salacia, Cunard Line, Aug. 19; Huronian, Aug. 27; Colonian, Sept. 10; A Steamer, Sept. 17—all White Star-Dominion.

To BELFAST, LONDONDERRY, CORK AND DUBLIN.—Carrigan Head, Aug. 31; Fanad Head, Sept. 15—both Head Line.

To CARDIFF AND SWANSEA.—Canadian Commander, Aug. 26; Canadian Leader, Sept. 9; Canadian Mariner, Sept. 23—all C.G.M.M.

To DUNDEE.—Cairnglen, Thomson Line, Sept. 10.

To GLASGOW.—Metagama, Sept. 1; Marloch, Sept. 10—both Canadian Pacific; Letitia, Aug. 26; Gracia, Sept. 2—All Anchor-Donaldson.

To HULL.—Ariano, Aug. 20; Comino, Sept. 3; Bay State, Sept. 17—all Furness Line.

To LIVERPOOL.—Montrose, Aug. 19, Sept. 16; Montcalm, Aug. 26; Minnedosa, Sept. 2; Montclare, Sept. 9—all Canadian Pacific; Megantic, Aug. 13; Doric, Aug. 20; Albertic, Aug. 27; Regina, Sept. 3; Calgaric, Sept. 7—all White Star-Dominion; Andania, Cunard Line, Aug. 19.

To LONDON.—Brandon, Aug. 20; Balfour, Aug. 27; Bothwell, Sept. 3; Bolingbroke, Sept. 10; Bosworth, Sept. 17—all Canadian Pacific; Canadian Trapper, Aug. 23; Canadian Raider, Sept. 2; Canadian Rancher, Sept. 12—all C.G.M.M.; Ascania, Aug. 19; Alaunia, Aug. 26; Ausonia, Sept. 2—all Cunard Line; Ariano, Aug. 20; Comino, Sept. 3—both Furness Line; Mississippi, Leyland Line, Aug. 24.

To MANCHESTER.—Manchester Citizen, Aug. 18; Manchester Division, Aug. 25; Manchester Regiment, Sept. 1—all Manchester Liners.

To NEWCASTLE AND LEITH.—Cairntorr, Aug. 27; Cairncross, Sept. 3; Cairnglen, Sept. 10—all Thomson Line.

To HAMBURG.—Scatwell, Aug. 25; Cairnvalona, Sept. 8—both Thomson Line; Golden Gate, Aug. 26; Hada County, Sept. 7—both County Line; Balfour, Canadian Pacific, Aug. 27.

To ROTTERDAM.—Key West, Aug. 20; Grey County, Sept. 7—both County Line.

To COPENHAGEN AND BALTIC PORTS.—Ivar, Aug. 18; Pennsylvania, Sept. 15—both Scandinavian-American Line.

To ITALIAN PORTS.—Valleluce, Lloyd Mediterraneo Italian Service, Aug. 20.

To SOUTH AND WEST AFRICAN PORTS.—New Georgia, Elder Dempster Line, Aug. 15.

To AUSTRALIAN PORTS.—Canadian Cruiser, Aug. 20; Canadian Highlander, Sept. 10—both C.G.M.M.; Ribera, New Zealand Steamship Co., Aug. 24.

To NEW ZEALAND PORTS.—Canadian Scottish, Aug. 25; Canadian Pioneer, Sept. 24—both C.G.M.M.; Ribera, New Zealand Shipping Co., Aug. 24.

To ST. KITTS, ANTIGUA, BARBADOS, TRINIDAD AND DEMERARA.—Canadian Beaver, Aug. 25; Canadian Runner, Sept. 8; Canadian Squatter, Sept. 22—all C.G.M.M.

To BERMUDA, BAHAMAS, JAMAICA AND BRITISH HONDURAS.—Canadian Fisher, Aug. 24; Canadian Forester, Sept. 14—both C.G.M.M.

To ST. JOHN'S, Nfld. (via CHARLOTTETOWN).—Canadian Sapper, C.G.M.M., Sept. 1 and 22.

To CORNERBROOK, Nfld.—New Northland, Aug. 17, Aug. 31; Nyarit, Aug. 22, Sept. 5—both Clarke SS. Co.

To MONTEVIDEO AND BUENOS AIRES.—Moderni, Canadian South American Line, Aug. 27.

From Quebec

To SOUTHAMPTON.—Empress of Scotland, Aug. 16, Sept. 7; Montroyal, Aug. 18; Empress of France, Aug. 24 and Sept. 14; Empress of Australia, Aug. 31—all Canadian Pacific.

To HAMBURG.—Empress of France, Canadian Pacific, Sept. 14.

From St. John

To ST. JOHN'S, Nfld.—Magna, Newfoundland-Canada Traders, Aug. 27.

To BERMUDA, ST. KITTS, ANTIGUA, MONTERRAT, DOMINICA, ST. LUCIA, BARBADOS, ST. VINCENT, TRINIDAD AND DEMERARA.—Canadian Skirmisher, Aug. 27; Canadian Carrier, Sept. 10—both C.G.M.M.; Adolf Bratt, Pickford and Black, Aug. 24.

From Halifax

To LIVERPOOL.—Newfoundland, Aug. 17; Nova Scotia, Sept. 3—both Furness, Withy.

To ST. JOHN'S, Nfld.—Newfoundland, Aug. 17; Nova Scotia, Sept. 3—both Furness, Withy; Silvia, Aug. 16—Red Cross Line; Magna, Newfoundland-Canada Traders.

To EAST COAST NEWFOUNDLAND PORTS.—Sambro, Farquhar SS.; Magna, Newfoundland-Canada Traders, Aug. 29.

To SOUTH COAST NEWFOUNDLAND PORTS AND ST. PIERRE-MIQUELON.—Pro Patria, French Mail Service, Aug. 16, Aug. 30.

To BERMUDA, ST. KITTS, NEVIS, ANTIGUA, MONTERRAT, DOMINICA, ST. LUCIA, BARBADOS, ST. VINCENT, GRENADA, TRINIDAD AND DEMERARA.—Canadian Volunteer, Aug. 26; Canadian Skirmisher, Sept. 9—both C.G.M.M.; Haraldshaug, Aug. 18; Adolf Bratt, Sept. 1; Ottar, Sept. 15—all Pickford and Black.

To SANTIAGO (CUBA) AND KINGSTON (JAMAICA).—Andalusia, Aug. 24 and Sept. 21; Caledonia, Pickford and Black, Sept. 7.

From Vancouver

To YOKOHAMA, KOBE, NAGASAKI, SHANGHAI, HONG KONG AND MANILA.—Empress of Canada, Sept. 16; Empress of Russia, Sept. 22—both Canadian Pacific.

To YOKOHAMA, KOBE, MOJI AND SHANGHAI.—Alabama Maru, Osaka Shosen Kaisha, Aug. 27.

To YOKOHAMA, KOBE AND HONG KONG.—Tyndareus, Blue Funnel Line, Sept. 6.

To YOKOHAMA, KOBE, MIKE AND HONG KONG.—Protesilaus, Blue Funnel Line, Sept. 27.

TO HONOLULU, SUVA, AUCKLAND AND SYDNEY.—Niagara, Aug. 24; Aorangi, Sept. 21—both Canadian-Australasian Service.

TO MELBOURNE, SYDNEY AND BRISBANE.—West Conob, American-Australian-Orient Line, Aug. 27.

TO AUCKLAND, WELLINGTON, LYTTELTON AND DUNEDIN.—West Nivaria, American-Australian-Orient Line, Aug. 22.

TO WEST COAST UNITED KINGDOM PORTS.—Canadian Importer, C.G.M.M., Aug. 16.

TO MARSEILLES, BARCELONA, GENOA, LEGHORN, NAPLES, VENICE AND TRIESTE.—Jene, Navigazione Libera Triestina, Aug. 15.

TO LIVERPOOL, SOUTHAMPTON, LONDON AND ROTTERDAM.—Loch Katrine, Aug. 27; Nichteroy, Sept. 9; Drechtdyk, Sept. 23—all North Pacific Line.

TO GLASGOW, HAMBURG, ROTTERDAM AND ANTWERP.—Kinderdyk, Aug. 23; Grootendyk, Sept. 13—both North Pacific Coast Line.

TO KINGSTON, JAMAICA.—Canadian Importer, C.G.M.M., Aug. 16.

TO PORT OF SPAIN (TRINIDAD), BRIDGETOWN (BARBADOS), AND GUADELOUPE.—Fordefjord, Canadian Transport Co., Ltd., Aug. 25.

FOREIGN EXCHANGE QUOTATIONS FOR THE WEEK ENDING AUGUST 8, 1927

The Foreign Exchange Department of the Bank of Montreal has furnished the following statement of the nominal closing quotations for all the principal exchanges for the week ending August 8, 1927. Those for the week ending August 1, 1927, are also given for the sake of comparison.

Country	Monetary Unit	Parity	Week Ending August 1, 1927	Week Ending August 8, 1927
Britain	£	\$4.86 $\frac{3}{4}$	\$4.8625	\$4.8667
Belgium	Belga	.1390	.1392	.1392
Czecho-Slovakia	Crown	.20263	.0296	.0296
Finland	Mark	.0252	.0252	.0252
France	Fr.	.1930	.0392	.0392
Holland	Florin	.4020	.4013	.4013
Italy	Lire	.1930	.0545	.0545
Spain	Pes.	.1930	.1707	.1687
Portugal	Esc.	1.0805	.0507	.0510
Switzerland	Fr.	.1930	.1928	.1931
Germany	Reichs Mk.	.2382	.2381	.2382
Greece	Dr.	.1930	.0133	.0131
Norway	Kr.	.2680	.2585	.2588
Sweden	Kr.	.2680	.2682	.2684
Denmark	Kr.	.2680	.2677	.2683
Austria	Schilling	.1407	.1412	.1412
Japan	Yen	.4985	.4710	.4731
Siam	Tical	.3709	.4500	.4500
India	Rupee	.3650	.3625	.3625
United States	\$	1.0000	1.0014	1.0012
Mexico . . . . .	\$	.4985	.4725	.4730
Argentine Rep.	Peso (Paper)	.4244	.4250	.4250
Brazil	Mil.	.5462	.1185	.1187
Jamaica	£	4.86 $\frac{3}{4}$	4.8500	4.8500
British Guiana	\$	1.0000	1.00 $\frac{1}{2}$ —1.01 $\frac{3}{4}$	1.00 $\frac{1}{2}$ —1.01 $\frac{3}{4}$
Barbados	\$			
Trinidad	\$			
Dominica	\$			
St. Kitts	\$			
Grenada	\$			
St. Vincent	\$			
Tobago	\$			
China	Tael	.....	.6250	.5981
Batavia, Java	Guilder	.4020	.4000	.4006
Peru	Libra	4.8665	3.7500	3.7350
Singapore, Str. Settlement . . . . .	\$	.5678	.5612	.5612

LISTS OF ACTS ADMINISTERED AND PUBLICATIONS ISSUED BY THE DEPARTMENT OF TRADE AND COMMERCE

Applications for these Acts of Parliament and other publications in this list, together with remittances for the same, should be addressed to the King's Printer, Government Printing Bureau, Ottawa, marked "Attention Chief Clerk of Distribution".

Copper Bars and Rods Bounty Act. Copyright Act.
Electricity and Fluid Exportation Act. Electricity Inspection Act.
Electric Units Act. Gas Inspection Act. Gold and Silver Marking Act.
Grain Act. Hemp Bounty Act. Inland Water Freight Rates Act.
Patent Act. Statistics Act. Trade Mark and Design Act.
Timber Marking Act. Inspection of Water Meters Act.
Weights and Measures Inspection Act.

MISCELLANEOUS

Annual Report of the Department of Trade and Commerce. (Price 10 cents.)
Annual Report of the Board of Grain Commissioners for Canada. (Price 25 cents.)
Annual Report of Weights and Measures, Electricity and Gas. (Price 10 cents.)
Canada-British West Indies-Bermuda-British Guiana-British Honduras Trade Agreement (1925). (Price 10 cents.)
Canada West Indies Conference (1920). (Price 25 cents.)
Canada-West Indies Conference Report, (1925). (Price \$1.)
Dominion Grain Research Laboratory (1920). (Price 10 cents.)
Electrical Standards and their application to Trade and Commerce.
Final Report of the Fuel Controller (1920).
Grain Inspection in Canada (1914). (Price 25 cents.)
List of Licensed Elevators, etc. (Price 50 cents.)
Motion Pictures, Catalogue of. (Price 10 cents.)
Pan-Pacific Commercial Conference (1923). (Price 10 cents.)

PUBLICATIONS OF THE COMMERCIAL INTELLIGENCE SERVICE

NOTE.—Publications of the Commercial Intelligence Service are free to subscribers to the Commercial Intelligence Journal.

Commercial Intelligence Journal Weekly (In English and French), containing Reports of Trade Commissioners and other Commercial Information. Annual Subscription: In Canada, \$1; single copies, 5 cents. Outside Canada \$3.50; single copies, 10 cents.
Chinese Markets for Canadian Products (1919). (Price 25 cents.)
Denmark as a Market for Canadian Products (1926). (Price 25 cents.)
German War and its Relation to Canadian Trade (1914). (Price 25 cents.)
Indian Empire as a Market for Canadian Products (1922). (Price 25 cents.)
Lumber Market of Japan (1926). (Price 25 cents.)
Markets of British Malaya (1923). (Price 25 cents.)
Markets of Jamaica and the Republic of Colombia, Venezuela and Panama (1922). (Price 25 cents.)
Packing for Overseas Markets (1922). (Price 25 cents.)
Peru as a Market for Canadian Products (1926). (Price 25 cents.)
Report of Special Trade Commission to Great Britain, France and Italy. (French and English) 1916). (Price 25 cents.)
Representation in British and Foreign Markets (1923). (Price 25 cents.)
Republic of Chile: Its Economic Condition and Trading Opportunities (1923). (Price 25 cents.)
Russian Trade (1916). (Price 25 cents.)
Trade after the War (1916). (Price 25 cents.)
Timber Import Trade of Australia (1917). (Price 25 cents.)
Trade between Canada and the British West India Colonies (1920). (Price 25 cents.)
Trade of the New Countries of Southeast Europe (1921). (Price 25 cents.)
Trading Opportunities in Scandinavia (1922). (Price 25 cents.)
Trading with Egypt (1921). (Price 25 cents.)
Trading with Greece (1921). (Price 25 cents.)
Trade with South China (1918). (Price 25 cents.)
Trading with Spain (1920). (Price 25 cents.)
Toy Making in Canada (1916). (Price 25 cents.)
West Africa and its Opportunities for Canadian Trade (1921). (Price 25 cents.)

PUBLICATIONS OF THE DOMINION BUREAU OF STATISTICS

The following is an abbreviated list of publications of the Bureau of Statistics.

Census of Canada.
Census of Prairie Provinces (1916).
Miscellaneous Statistics respecting the following: Criminal; Education; Finance (Provincial and Municipal); Transportation, including railways and tramways, express, telegraphs, telephones water, etc.; Production, including agriculture, furs, fisheries, forestry, mining and manufactures: Vital (annual and monthly).
Monthly Bulletin of Agricultural Statistics
Sixty Years of Canadian Progress (1927). (Price 10 cents.)
Year Book of Canada.
Report of the Dominion Statistician, Annual.
Trade of Canada (Imports and Exports), Annual and Monthly.
Trade (Internal), including grain, live stock, coal prices, etc.

COMMERCIAL INTELLIGENCE SERVICE

CANADIAN TRADE COMMISSIONERS

Argentine Republic

E. L. McColl, Reconquista No. 46, Buenos Aires. *Cable Address, Canadian.*

Australia

D. H. Ross. Address for letters—Box 196C. G.P.O., Melbourne. Office—Safe Deposit Building, Melbourne. *Cable Address, Canadian.*

Commercial Agent: B. Millin, The Royal Exchange Building, Sydney, N.S.W.

Belgium

Yves Lamentagne, 98 Boulevard Adolphe Max, Brussels. *Cable Address, Canadian.*

Brazil

A. S. Bleakney. Address for letters—Caixa Postal 2164 Rio de Janeiro; office, Avenida Rio Branco, 9. *Cable Address, Canadian.*

British West Indies

R. T. Young, Acting Trade Commissioner. Address for letters—P.O. Box 125, Port of Spain, Trinidad. Office, Colonial Bank Building. (Territory includes Barbados, Windward and Leeward Islands, British Guiana Porto Rico and Venezuela.) *Cable Address, Canadian.*

P. W. Cook. Address for letters—P.O. Box 225, Kingston, Jamaica. Office—Jamaica Mutual Life Insurance Building. (Territory covers Jamaica, Cuba, Hayti, San Domingo, Central American States, Colombia, Bermuda and the Bahamas.) *Cable Address, Cantracom.*

China

L. M. Cosgrave. Address for letters—P.O. Box 300. Office—North China Daily News Building, 17 The Bund, Shanghai. *Cable Address, Cancoma.*

France

Hercule Barré, 17 and 19 Boulevard des Capucines, Paris. *Cable Address, Cancomac.*

Germany

L. D. Wilgress, Gutrufhaus, Neuerwall 10, Hamburg 36. *Cable Address, Mapleleaf.* (Territory covers Germany, Russia; the countries on the eastern shore of the Baltic, Poland and Czecho-Slovakia.)

Holland

A. B. Muddiman, Beursplein 26B, Rotterdam. (Territory includes the Rhine valley.) *Cable Address, Canadian.*

India and Ceylon

H. R. Poussette, P.O. Box 2003, office, Sassoon House, 4 Lyons Range, Calcutta. *Cable Address, Canadian.*

Irish Free State

F. W. Fraser, 66 Upper O'Connell street, Dublin. *Cable Address, Canadian.*

Italy

Jean J. Guay, Via Manzoni Nr. 5—Milan (2). *Cable Address, Canadian.*

Japan

J. A. Langley. Address for letters, P.O. Box 230. Office, Room No. 2, Meikai Building, Kobe. *Cable Address, Canadian.*

Mexico

C. Noel Wilde. Address for letters, Apartado Num. 126-bis, Mexico City. Office, Edificio Banco de Londres y Mexico, Num. 30. *Cable Address, Cancoma.*

Netherlands East Indies

R. S. O'Meara, P.O. Box 84, Batavia, Java. (Territory includes Straits Settlements, Federated Malay States, Indo-China, and Siam.) *Cable Address, Canadian.*

New Zealand

C. M. Croft. Address for letters, P.O. Box 33, Auckland. Office, Union Buildings, Customs street, Auckland. *Cable Address, Canadian.*

South Africa

G. R. Stevens, P.O. Box 683. Office, Westminster House, Adderly street, Cape Town. *Cable Address, Cantracom.*

United Kingdom

Harrison Watson, Canadian Building, Trafalgar Square, London, S.W. 1, England. (Territory covers Home Counties, South-Eastern Counties and East Anglia.) *Cable Address, Sleighing, London.*

J. Forsyth Smith, Fruit Trade Commissioner, Century Bldgs., 31 North John Street, Liverpool. *Cable Address, Canfrucum.*

Harry A. Scott, Trade Commissioner, Century Bldgs., 31 North John Street, Liverpool. (Territory covers North of England, Lincolnshire, North Midlands and North Wales.) *Cable Address, Cantracom.*

Douglas S. Cole, Sun Building, Clare street, Bristol. (Territory covers West of England, South Wales and South Midlands.) *Cable Address, Canadian.*

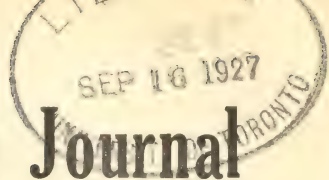
Gordon B. Johnson, 87 Union street, Glasgow, Scotland. (Territory covers Scotland and Northern Ireland.) *Cable Address, Cantracom.*

United States

Frederic Hudd, 44 Whitehall street, New York City. *Cable Address, Cantracom.*

NOTE.—Bentley's Complete Phrase Code is used by Canadian Trade Commissioners.

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Minister: Hon. James Malcolm, M.P.

Deputy Minister: F. C. T. O'Hara

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Ottawa, August 20, 1927

No. 1229

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TRADE COMMISSIONERS TO TOUR CANADA

Mr. C. M. Croft, Canadian Trade Commissioner in New Zealand, is now in Canada; Mr. G. B. Johnson, Trade Commissioner in Glasgow, who represents the Department in Scotland and Northern Ireland, expects to arrive to-day; and Mr. Harrison Watson, Trade Commissioner in London, in the beginning of September. These Commissioners are paying a visit to the Dominion in order to undertake a business tour in the interests of Canadian trade with their respective territories, and their itineraries will shortly be announced. Canadian firms who desire to be brought in touch with them or to interview them are requested to communicate with the Department of Trade and Commerce, Ottawa, in order that the necessary arrangements may be made.

AUSTRALIAN FINANCIAL AND COMMERCIAL CONDITIONS

TRADE COMMISSIONER D. H. ROSS

Melbourne, July 13, 1927.—The preliminary returns for the fiscal year of the Commonwealth which closed on June 30 disclosed that substantial increases of revenue from both the Customs and Post Office had resulted. Comparative figures for the last two years are as follows:—

	1925-26	1926-27	Increase
Customs revenue	£39,198,878	£43,563,233	£4,364,355
Post office revenue	10,771,757	11,607,295	835,538

The Postal Department's main sources of revenue were derived from stamps (£4,847,354), telephones (£4,576,857), telegrams (£1,488,120), and commission on money orders and postal notes (£299,452).

Approximate details of the receipts and expenditure of the Commonwealth for the financial year ended June 30 indicate that the transactions resulted in a credit balance of £2,623,686, before making provision out of the revenue for expenditure on naval construction. The aggregate receipts were £63,375,715, which included Customs revenue (£43,563,233), and income tax (£11,126,265). In all collections, the treasurer's estimates were exceeded.

Several loan transactions—and conversions—have been concluded by the Commonwealth Government during the last three weeks. The domestic new loan of £1,250,000, at 5½ per cent interest, was fully subscribed.

The conversion operation, carried out at the same time, resulted in £3,324,340 of a 6 per cent matured Commonwealth loan of £6,623,000 being converted on the same terms as offered for new cash subscriptions to the domestic loan, the balance of £3,000,000 being paid in cash while £300,000 remained unclaimed.

Within the last few days cabled confirmation from London indicated that the Commonwealth loan of £7,000,000, bearing interest at 5 per cent, and maturing in 1975 (but with the option of redeeming it on notice after 1945) had been underwritten. The issue price is £98. This loan was issued under an arrangement agreed upon by the Australian Loan Council in May last, which entrusted to the Commonwealth to act as central borrower for all members of the council. The £7,000,000 will be apportioned between the respective Governments, approximately as follows: Commonwealth, £2,500,000; Victoria, £1,600,000; Queensland, £1,300,000; South Australia, £900,000; Western Australia, £500,000; Tasmania, £200,000.

The overseas trade of the Commonwealth for May, completing the eleven months' period of the financial year of 1926-27, discloses that the value of the total imports were £151,857,569 (including bullion and specie to the amount of £511,402), and the total exports were valued at £136,712,852 (including bullion and specie valued at £11,975,588). The figures in regard to merchandise are as follows:—

Imports merchandise, eleven months to May 31, 1927.. . . .	£151,346,167
Exports merchandise, eleven months to May 31, 1927.. . . .	124,737,264

Taking merchandise alone, imports were £26,608,903 in excess of exports, thus constituting a substantial adverse trading balance. Drought conditions in several of the States, and unfavourable overseas markets, contributed to the decline in exports of such primary products as meats, fresh fruits, sugar, and dairy produce. In imports there was a marked contraction in the arrivals of timber (by £497,956); rubber and leather goods (by £285,258); and whisky (by £496,661); while inversely there were outstanding increases in the imports of such items as motor cars and parts (by £2,106,707); machinery and metals (by £4,917,783); and dry goods (by £2,887,240).

As usual, during the mid-winter season trade is without animation, though wholesale distributors advise that country orders and collections are up to the average. In the importing dry goods trade indents are now going forward for deliveries in January-March, 1928, for next winter's trade, but samples for warehouse travellers arrive earlier.

At the half-year period the majority of the banks balanced, with the usual accompaniment of contraction in advances, hence financial stringency has been, and is to some extent still experienced.

The larger stores are conducting their end-of-the-season sales, and until these are concluded buying by the retail department houses will be restricted.

Future trading depends almost entirely upon climatic conditions and with a generous and much required rainfall, the prospects for a normal 1927-28 year should be assured.

AUSTRALIAN WHEAT AND FLOUR

Wheat.—During June, and so far this month, unsettled conditions have prevailed in the Australian wheat markets, with prices subject to wide varia-

tions according to the cabled reports of the crop prospects in Canada and the United States. These press cablegrams have made market conditions difficult alike for buyers and sellers, as holders have been firm in their ideas of values. With the exception of Western Australia—which is rapidly becoming one of the principal wheat-growing states—there has been generally throughout the Commonwealth a continuance of dry weather, though recently South Australia and Victoria have had fair rains which enabled farmers in these states to proceed with seeding which had been held back through adverse climatic conditions. Further generous rain will be required in August and September if an average crop is to be garnered. With favourable rains at the opportune time it is certain that farmers will be disposed to sell their wheat, although prices now offering are well above London parity.

As this mail closes, buying is very restricted and the demand light. To-day's prices, on the basis of a bushel of 60 pounds f.o.b. steamer, are as follows:—

South Australia (f.o.b. Adelaide) wheat	5s. 9½d. (\$1.41)
Victoria (f.o.b. Melbourne)	5s. 10½d. (\$1.43)

Flour.—Early in June there was considerable business transacted in exporting Australian flour, chiefly to Egypt, but in recent weeks the demand from oversea has been within comparatively small limits. With farmers holding their wheat so firmly, millers have been unable to meet competition from countries where wheat is available at cheaper prices. Any advance in oversea rates would undoubtedly influence buyers abroad to renew their inquiries for Australian flour.

To-day's quotations for standard quality flour, per ton of 2,000 pounds, f.o.b. steamer, main Australian ports, are:—

Packed in sacks of 140 or 150 pounds gross	£11 15s. (\$57.18)
Packed in hessian bags of 101 pounds gross	£12 5s. (\$59.62)
Packed in calico bags of 49 pounds gross	£12 15s. (\$62.05)

Freight Rates.—There has been no recent change in freight rates on wheat and flour to South Africa, the United Kingdom and Continental ports. Present rates on wheat are 32s. (\$7.79) per ton of 2,240 pounds, and 35s. (\$8.52) per ton of 2,240 pounds on flour.

THE COMMONWEALTH TO TAKE OVER STATE DEBTS

D. H. ROSS, CANADIAN TRADE COMMISSIONER

Melbourne, Australia, July 13, 1927.—An outstanding feature in June was the conference held in Melbourne between the Commonwealth and State Governments in respect to the withdrawal of the per-capita bonus of £1 5s. per head of population paid, over a long period of years, to each State by the Federal Treasury, and substituting therefor an agreement for submission to, and consideration by, the Governments of the Commonwealth and the States.

The proposals have still to be approved by the State Parliaments, and the necessary amendments to the Federal constitution approved by referendum. It is hoped, however, to operate the Federal plan under a temporary agreement as from July 1, 1927, to June 30, 1929. Briefly, the tentative arrangement entered into at the recent conference was upon the following basis:—

The Commonwealth shall arrange all future borrowing on behalf of the Commonwealth and the States, according to the decisions of the Loan Council.

The Commonwealth shall take over State debts existing at June 30, 1927, on July 1, 1929, and shall contribute £7,584,912 a year towards their extinction.

The Commonwealth shall contribute 2s. 6d. (61 cents) per cent a year, and the States 5s. (\$1.22) per cent a year towards a sinking fund to extinguish existing debts in 58 years.

Or the Commonwealth shall contribute 5s. (\$1.22) per cent a year, and the States 5s. (\$1.22) per cent a year, towards a sinking fund to extinguish all future debts within 53 years.

The Commonwealth, in full payment for transferred properties, shall take over State debts bearing interest at 5 per cent to the value of £11,036,000.

COMMONWEALTH AND STATE DEBTS

On June 30, 1926, the public debt of the Commonwealth (the major portion being contracted by war expenditure) stood as follows:—

Payable in London	£155,883,499
Payable in New York	15,411,487
Payable in Australia	276,083,523
Value of transferred properties	11,065,129
Total	£458,443,638

The interest payable at that date amounted to £23,827,571, of which £7,949,760 was payable in London, £770,575 in New York, and £15,107,236 in Australia.

The public debt of the States on June 30, 1925, (no later figures being available) aggregated £606,058,254, of which £339,590,567 was floated abroad (chiefly in London), and £266,467,687 was floated in Australia. The annual interest, on the date given, on the State debts was £29,380,493.

From the above figures, the combined Federal and State public debts amount to approximately £1,064,501,892, and the total annual interest payable £53,208,064.

TRADE OF SOUTH AFRICA DURING 1926

TRADE COMMISSIONER G. R. STEVENS

[Subjoined is the third of a series of reports on the Trade of South Africa during 1926 by Mr. Stevens. The first (published in No. 1226), dealt in general terms with trade, with industries, and especially with exports; and the second (in 1227) with imports by groups of commodities. Imports from Canada will be fully reviewed in the concluding report of the series, which will be published in our next issue.]

Origin of Imports

There were no great changes in South Africa's sources of supply during 1926. The statistics of imports and the percentages enjoyed by the principal suppliers were as follows:—

	1925 £	1926 £	Percentage of Total Trade	Percentage of Increase or Decrease over 1925
Great Britain	31,119,418	32,069,638	47.6	+ 3.0
United States	9,414,084	11,271,770	16.7	+19.7
Germany	3,292,136	3,928,136	5.8	+19.3
India	3,019,874	2,480,679	3.7	-17.8
Canada	2,180,962	2,073,499	3.1	- 4.9
Australia	1,984,651	1,398,731	2.1	-29.5
France	1,141,330	1,350,790	2.1	+18.4
Sweden	883,004	1,153,929	1.7	+30.7
Japan	846,140	1,116,684	1.6	+32.0
Holland	887,252	1,068,276	1.6	+20.4
Belgium	788,385	1,000,459	1.5	+26.9
Other parts of British Empire	891,398	1,416,914	2.1	+59.0
Other foreign nations	5,500,354	5,222,837	10.4	- 5.0
Totals	61,898,988	65,562,342		

As the above figures show, Canada, India, and Australia were the only principal suppliers who failed to sell more goods in South Africa in 1926 than in 1925. If the percentages of trade alone are considered, Great Britain joins these suppliers in a decline, for in spite of an increase of upwards of a million sterling in value of goods, she supplied nearly 2 per cent less of the total than in the former year. The gains registered by the various Continental countries are pronounced, and they are significant of their increasing competitive ability in a wide range of merchandise.

GREAT BRITAIN

In spite of the comparatively marked advances of a number of competitors, Great Britain's predominance in this market is really unchallenged. On a few items she is being bested, but on the entire range of imports her position is most secure. She supplied 40 per cent of the imports of foodstuffs, 77 per cent of the beverages, 45 per cent of the tobacco, 67 per cent of all textiles and textile products, 51 per cent of all metal goods, machinery and vehicles, 45 per cent of all earthenware and glassware, 19 per cent of all oils and paints and varnishes, 48 per cent of chemicals and fertilizers, 65 per cent of all rubber and leather goods, 7 per cent of all woods and wooden products, 59 per cent of all paper and paper products, 54 per cent of all jewellery, musical instruments and fancy goods, 41 per cent of all materials used in industry, and 62 per cent of all miscellaneous articles. If a computation were made, omitting raw materials which she does not possess such as fuel oils, timber and wheat, the proportion of South Africa's imports which are filled by Great Britain would be even more striking. For all practical purposes, her predominance is only really challenged in two classes of merchandise, in automotive goods by the United States, and in cheaper textiles for the native trade by Continental Europe.

Considering the fact that for the greater part of 1926, Great Britain's heavy industries were crippled by the coal strike, her showing is astonishingly good. Large orders for such bulk lines as piping, locomotives, and machinery did go past her because of her inability to guarantee deliveries, but in spite of this marked gains were registered in a large number of important items. Her increases were distributed over a vast range of commodities, and the losses upon the staples were more than made up upon the specialties.

Great Britain has a number of advantages which fortify her position in this market. Almost all of the capital which is invested in South Africa is British, or else it is foreign capital which is controlled in London. South African industrial practice is British in standards and in personnel. The South African steamship conference is dominated by British carriers. Finally, the South African commercial community is very largely not only of British descent, but actually British by birth. The practice of importing British shop assistants and managers in preference to native-born South Africans is still in vogue. Under such circumstances, the South African market is hardly a foreign market to Great Britain. There is assuredly no other export area with which the British manufacturer is so well acquainted, nor any part of the Empire which is in such complete commercial liaison with the Mother Country.

During 1926, Great Britain improved her position slightly in the foodstuffs class, but dropped nearly 13 per cent of her share in beverages due to the restriction in whiskey imports resulting out of the higher duties. Her share of the South African tobacco trade, however, went up 5 per cent over 1925. In textiles her share of the total trade was practically the same as in 1925, and her loss in the metals and machinery classes were much less than might have been expected in such a year, being only about 3 per cent of the whole. In minerals and earthenware, her trade slumped by 9 per cent, due to the competition of Continental goods, and her share of the oils, waxes and paints

division dropped slightly because of the increased imports of petrol, a trade in which she does not participate. She lost 6 per cent in the chemicals and fertilizers class, but recovered slightly in leather and rubber goods; her gain in rubber products was to some extent offset by her loss in raw leathers to the Continent. There is no appreciable change in her small share of the wood products trade, but she made slight improvements in paper, jewellery, fancy goods and musical instruments, and miscellaneous imports. In materials imported for industrial purposes, her share was almost 9 per cent below 1925.

In those divisions in which Great Britain supplies more than half the imports, her competition is fairly well divided between the principal industrial nations. In beverages, France is the only competitor of importance. In textiles and textile products, India competes strongly in jute bags and unbleached cotton; the United States in prints and gray cloths; Japan in silk piece goods, in cottons for the native trade and in the cheaper end of knit goods; France, Italy, and Germany in cotton shawls and kaffir blankets (a very large business); and Switzerland and Belgium in other native lines make the pace for her. In metals, metal manufactures and vehicles, the United States, with its great automotive trade, is her chief competitor; this nation likewise is cutting into the hand tools and machinery trades to a much greater extent than hitherto. Germany is also improving her position in important divisions of this class. She is increasing her trade in metal goods to a greater extent than in any other direction; in fencing wire, a wide range of stamped goods, and in the cheaper end of the implement and machinery requirements, her presence is being felt. Canada's motor car trade, her growing business in pipe and tubing, and a wide range of implements and agricultural machinery, makes her third after Great Britain. Belgium, which has a large business in rough shapes and in fencing standards, is the only other competitor of note in this class.

In rubber and leather goods the United States affords the principal competition, particularly in motor car tires, but she comes a long way after Great Britain. Canadian imports are very noticeable in this section, because of Canada's tire and canvas shoe trades. Germany, France and Switzerland are the only other countries which supply any appreciable quantities of leather or rubber goods. In paper and paper products, Canada and Sweden supply nearly all the newsprint and a large proportion of the wrapping papers; the United States, Holland, and Germany likewise have some share in this trade. In musical instruments, fancy goods, and jewellery, the bulk of Great Britain's competition comes from Germany, with the United States and Switzerland the only other suppliers of note. Among unenumerated items, Germany and the United States are to the fore. Imports of cinema films are probably the chief American item under this head.

UNITED STATES

South African imports of merchandise have increased by approximately 30 per cent in the last five years, but in that period the United States has improved her business in the Union by almost precisely one hundred per cent. No other supplier has increased at anything like the same rate, and in examination, American progress is very interesting. The basis of the gain, of course, rests in the automotive trade. Out of an increase of approximately five and a half millions sterling, well over two millions has been in motor cars, oils, and accessories. But even at that, the United States in five years has increased its business in other than automotive lines by wellnigh 50 per cent, and this constitutes an admirable and almost unique achievement in the trade of the Union.

The gain of £1,857,686 (or almost 20 per cent over 1925) is widely distributed, but the chief constituents of the increase are found in the metal goods division. Electrical machinery, oil engines, all types of industrial machinery,

large locomotive orders, an increase in mechanics' tools (which brings the American figures almost up to those of Great Britain), electrical accessories, and a wide range of machine specialties, augment the automotive figures to make up at least two-thirds of the total gain. The only other direction in which any marked advance of trade can be discerned is in the class of oils, paints, and varnishes, where the petrol, kerosene and lubricating oils are about a half million sterling above last year, and the figures for paints and varnishes are also somewhat greater. In the textiles section, the United States held her own, showing few gains except in minor haberdashery items. Among the minor classes, there are few indications of an improvement in the United States position.

The specialty is beginning to dominate American exports. Out of the principal industrial staples, America is really only interested in selling automobiles and oils abroad. It seems probable that her other large staple trade, in prints, gray cottons, and other native goods, will succumb to Continental competition. But in place of staples, South Africa is taking kindly to a vast range of particularized American products which national ingenuity (or naivete) has developed into distinctive commodities. In classes of goods such as tools and implements, and in the paint and varnish business, American gains have been made permanent not through the supply of a better article at a better price but through the provision of a specialized article for a supposedly improved purpose. Barring a few lines such as sawing machines, typewriters, and similar goods in which the American article is of unequalled efficiency, American goods are selling more and more through the social incentive of possessing something a little different from any one else. As long as a purchaser remains prosperous there will be no limit to the progress of such sales. Moreover, during such prosperity the United States are forcing the other industrial nations to conform to her peculiar commercial concept which accents social values. As the first nation to capitalize the advantages of something new, and as the first to sell on social values, the United States have a big advantage in those products which lend themselves to such exploitation.

GERMANY

Germany kept pace with the United States in rate of increase, but as her trade is so much less, her figures are not so impressive. There is probably no supplying nation which takes so many trial orders in South Africa, and assuredly there is none which has obtained fewer repeats during the last few years. Apparently the internal situation has greatly handicapped German exporters; there has been great uncertainty as to the future, and an enormous amount of industrial experiment has been carried out at the expense of foreign trade. During the last year, however, conditions have been firmer in Germany, and a marked increase in South African orders has resulted. It is probable that 1927 will see an increase even greater than that of 1926, and that Germany will emerge from the Continental group as the real competitor of Great Britain and the United States.

During 1926, German exports of textiles improved by 20 per cent. She has made little impression upon the clothing or haberdashery trades, but is beginning to show increases in kaffir blankets and in cotton piece goods. She is re-asserting herself in millinery supplies, in which she shares very marked gains with France. But her real strength is encountered in the metal goods division. Her increase was not remarkable—about 7 per cent—but it covers almost the entire field of metal products barring motor cars and agricultural implements, in which her business for the year was disappointing. She has made a marked gain in machinery, particularly in her old stronghold of electrical equipment. All the iron and steel items which embody rough shapes show conspicuous gains. Her improvement is particularly noticeable in tubing, through a municipal order obtained last year which was valued at a half

million sterling. She has made no progress against Great Britain in galvanized sheets, but on iron smallware she is now predominant in many items. In stamped ware and in enamelware of every type (except aluminiumware) she is well ahead of all competitors, and in small builders' hardware she appears to be taking the lead. She likewise leads in rails, and received during the year a number of valuable locomotive orders at Great Britain's expense. She has recovered her trade in barbed wire and fencing, supplying during 1926 more than 50 per cent of all imports. She has renewed her footing in the electrical accessories items, but here her progress has been moderate.

Pronounced increases are to be noticed in the imports of German crockery and glassware. No particular advance is noticeable in rubber or leather goods, although it is known that imports of German raw leathers were considerably greater last year than in 1925. In paper and paper products, a very considerable improvement has occurred in her cheap wrapping papers and in papers for employment in industry. In musical instruments, fancy goods, and jewellery, she has increased her business by nearly 35 per cent. She has made no progress in the supply of materials for use in industries.

A canvass of buyers' representatives of the principal classes of imports reveals the conviction that German competition will shortly be intensified within fairly narrow limits, but that she is not yet in a position to compete strongly in the general run of merchandise. In primary iron and steel products, wire goods, stamped goods, toys, cheap tools, and pottery, the German article is rapidly crowding out opposition. The same is true of certain of special native textile lines. Nevertheless, in many of the products in which she was predominant before the war, Great Britain and the United States are now offering better goods at better prices. As an illustration, in the supply of telegraph cables, South Africa was at one time considered to be a German preserve. On a large order a few weeks ago, out of twenty-five tenders, only seven were German, and the tender of the famous German electrical combine was placed twenty-fourth in this series, the business going to a British firm. In many other lines, particularly in the heavier industries, Germany does not appear to be recovering her former market.

INDIA

Over two-thirds of India's trade with South Africa is in the three items of rice, tea and bags. During 1926 she enjoyed small increases in rice and tea, but a heavy loss of almost a half million sterling in jute sacks consequent upon the failure of the South African maize crop. This accounts for the falling off in her trade during the year in question. In almost all other items, her business was more or less stationary. In addition to tea and rice, Indian food-stuffs to the value of approximately £150,000 are imported annually for the use of the Indian population of Natal and the Transvaal; this trade varies little from year to year. In flour sacks, which is a separate trade from jute, India improved her position considerably at the expense of Great Britain. Her piece goods trade was a little worse than stationary; she does not manufacture the types of cotton goods which the native demands. In a sprinkling of other items her share was negligible.

AUSTRALIA

Australia was the conspicuous loser in South Africa during 1926, dropping no less than 30 per cent of her total business. Dumping duties and the cancellation of preferential arrangements were responsible for almost the entire loss. Following the imposition of a dumping duty upon Australian flour, the withdrawal of preference to South Africa was announced, and in July of last year, South Africa cancelled all preferences. Dumping duties were enforced against Australian wheat, flour, and butter, which comprise 75 per cent of Australia's trade in this market. As a result these commodities slumped by

a half million sterling, or approximately 30 per cent. The only other Australian trade of particular importance is in jarrah timber and in sleepers; slightly larger quantities of these woods were imported. There is a small South African demand for a considerable number of Australian proprietary foodstuffs and other preparations, and this trade did rather better than in former years. A certain amount of Australian silk hosiery comes in, in spite of the abolition of the preference, but no other textiles. There were no recorded imports of metal goods of any importance.

FRANCE

France increased her South African business by nearly 19 per cent during 1926. This is also her average advance for the past five years. Well over half of her total trade is in textile items, and in this division she improved upon her 1925 figures considerably. In haberdashery lines she handsomely increased her sales of women's ready-made clothing. In native goods, and in cotton and silk piece goods, her figures are unaltered from those of 1925. Her gains would seem to have been confined to millinery and ladies' specialties, in which she continues to improve her trade. Her share of the principal classes of metal goods is not large, nor is it increasing. On small builders' hardware, stamped or wire goods, she does not share the success of her neighbours, Germany and Belgium. She has improved her trade in light rails, which is perhaps her most important metal export to this market, and has doubled her small share of motor car exports. She is somewhat more prominent than before in the supply of paints and varnishes, and has increased her business in toilet soaps and perfumes. Her tire trade has fallen away since 1925, and in the main fancy goods items her showing is not as favourable as might have been expected. As a whole, French business is confined to a comparatively limited range of commodities for which France enjoys a world-wide reputation. Her present figures probably represent her maximum available market in South Africa.

SWEDEN

Sweden's business is almost entirely in wood products and in fine steels. In the former item she has made a noteworthy advance during 1926. Approximately 70 per cent of her exports to South Africa consists of timber, and another 12 per cent of papers. In pine her imports were stationary, but in other rough timbers she achieved a considerable increase. A similar improvement attended her flooring and dressed lumber trades. Excellent progress was made in box shooks, a business which she monopolizes. Among papers, she doubled her sales of cardboard, held her own on newsprint, and increased her wrapping paper business considerably. In iron and steel products she failed to improve her position, holding her own on drill steel, stove castings and those rough shapes in which she specializes. In view of the marked increases of her principal competitors in this class, her showing cannot be regarded as altogether satisfactory.

JAPAN

Only one division of South Africa's requirements interests Japan. About 86 per cent of her business is in textile products, and the remainder of her trade is almost entirely in fancy goods and specialties. Her strength in textiles lies in silk piece goods and lines for the native trade. In the latter business she was able to show very considerable improvement during 1926. There were no marked increases in her exports of knit goods, which constitute a formidable proportion of her native business, but in cotton piece goods her trade jumped by over £100,000, the total imports being two and a half times as great as in 1925. Her silk trade expanded by nearly 50 per cent; it is a business which has tripled in the last five years. There were no other items in which the Japanese figures were of any particular consequence

HOLLAND

For the first time Holland's exports to South Africa passed the total of a million sterling. A steady increase of nearly 20 per cent annually has doubled Dutch business in the last five years. The trade is well diffused over a number of classes such as foodstuffs, beverages, tobacco, textiles, glassware, chemicals, fertilizers, and papers. In foodstuffs she lost slightly during 1926, not quite holding her own in her principal items, which were cheese, confectionery, and condensed milk. In beverages her sales of Hollands were up slightly and in cigars her business likewise improved a little. She made no progress in haberdashery, and she lost a considerable share of her kaffir blanket trade. On the other hand, her business in prints nearly doubled. Her participation in metal goods is very limited. She supplied considerably greater quantities of cement sheets and of bulk asphalt; her paint trade was stationary with the exception of white lead, in which she strengthened her position. In strawboards, wrapping and miscellaneous papers, she did considerably more business than in the previous year.

BELGIUM

Belgium is a factor in the cheaper end of the textile trade, in a wide range of iron and steel, and to a limited extent, in the supply of earthenware and glassware. During 1926 her sales of textile products were almost stationary, and her gains were entirely made in the metal goods classes. She increased her already large share in bolt, bar and rod iron, and did much better in a wide range of iron and steel smallware, particularly in nails and similar builders' hardware, of which she is the predominant supplier. She likewise increased her sales of fencing, including the very large trade in standards and droppers which she monopolizes. Her progress in metal goods is all the more noteworthy because of the fact that, owing to a serious strike, she was completely out of the export market for some months.

Her only other important trade in South Africa is in window glass, in which she improved her position in spite of the British preference. A seven days' week is worked in the Belgian glass industry and this constitutes a very great advantage over those countries which blow in their tanks from Saturday until Monday.

ECONOMIC CONDITIONS IN SOUTH AFRICA

ASSISTANT TRADE COMMISSIONER C. S. BISSETT

Capetown, July 14, 1927.—South African trade for the first half of this year has shown a distinct slump, due mainly to the bad crops of 1926. Drought was prevalent over fairly wide areas, and in some of these it still continues unabated. Certain territories have been denuded almost entirely of both stock and population, due to the lack of pasturage and water. Relief funds have been provided for some districts by the Government, but only sufficiently to alleviate the distress of the farming community, the herds in many districts having been wiped out. Where possible farmers have trekked with their stock to new districts, but only in a comparatively few cases has there been sufficient money available, or have the herds been in the physical condition necessary to withstand the journey. The resultant loss will affect the purchasing power of these districts for some time to come.

The drought decreased the value of the 1926 maize crop by about £5,000,000 as compared with 1925, and because there is no other agricultural crop of any importance, this notable decrease in purchasing power has been severely felt in this half year by both white and black populations. The increase in mining activity has not been sufficient to offset the decrease in maize alone, whereas

drought and low prices combined to decrease the export value of wool from £15,095,445 in 1925 to £12,645,851 in 1926. Fruit was also affected, as was wattle bark and extract, and the export of hides and skins fell by £100,000, and Angora hair about the same.

In addition, imports increased by £5,000,000 in 1926 over 1925, and although the export of gold and diamonds increased similarly by £3,000,000, the adverse balance of trade was about £10,000,000 in addition to invisible imports.

The effect of this on trade in the first half of 1927, is summed up as follows by the *Tender Journal*—

As regards the drop in the value of maize exported, it must be borne in mind that the maize crop only begins to come down to the ports for export towards the end of July and the greater bulk of the crop is shipped during August, September, October, and November, with smaller but yet considerable quantities up to February of the following year. It is clear therefore that the loss of the spending power which a good maize crop gives would not begin to show until on towards the end of the year, and would fall heaviest upon the early months of the next year. That is precisely what happened in the case of the good crop of 1925 and the poor crop of 1926. The good maize crop of 1925 gave a great amount of extra spending money which was reflected in the greater imports of 1926, and the poor crop of 1926, giving no surplus for export, has been responsible for the slackness of trade during the first half of the present year.

Monthly trade statistics in South Africa are about four months late, but it would appear that a much better trade balance for 1927 may be anticipated. This is due not only to the excellent maize crop of this year, but to an apparent drop of about £2,000,000 in imports up to the end of May, and an increase in the export of wool, diamonds, hides, skins and Angora hair of from £2,000,000 to £3,000,000. Textiles, iron and steel goods, machinery, motor cars, motor spirit and petroleum seem to be concerned mainly in the decrease of imports.

The surplus of maize for export for 1927 is estimated at 6,000,000 out of a total estimated crop of 19,500,000 bags. Were it not for the drought of 1926, 8,500,000 bags would have been exported this year as against 9,000,000 in the record year of 1925. Due to the excellent Argentine crop this year (a surplus of 75,000,000 bags for export), South African farmers expect to realize about 8s. per bag as against 10s. in 1925.

The mining industry continues to expand not only in the principal items, gold and diamonds, but also in silver, platinum, copper, chrome and manganese ores. A discovery of rich deposits of the latter has recently been made. The production of coal is increasing steadily and considerable interest has been shown lately in developing a by-product.

INDUSTRIAL CONDITIONS IN NORTH OF ENGLAND

TRADE COMMISSIONER HARRY A. SCOTT

Liverpool, August 2, 1927.—Although there have been signs of improving trade in certain lines, general business activity in Northern England has been affected by the usual midsummer holiday conditions, and no decided impetus to business is now likely to take place until autumn. The flow of orders that set in with the resumption of work at the mines has not been maintained, and while most of the main industries of this district are on the whole enjoying a rather better state of affairs, there seems no solid assurance of continuing improvement or of even maintaining the present degree of activity.

The Lancashire cotton trade has continued to enjoy a slight improvement in overseas demand throughout the past month. A fair business has been proceeding quietly for shipment to China and a considerable volume of trade is looked for with that country during the next few months. Inquiries from the

Indian market have also been expanding lately and certain other overseas countries have been ordering in fairly substantial quantities. The American yarn-spinning section, however, is still operating on short time, and this condition is likely to continue until the end of the holiday season.

There is little or no improvement to report in the Bradford woollen industry. The position of dress goods manufacturers is still most unsatisfactory and a large number of looms are idle. The demand for weaving and hosiery yarns for local consumption is restricted, and competition for export orders is very keen. Relatively the price of wool is ahead of what can be made for yarns of almost any description and with the outlook anything but bright, there is no inclination to support the raw material market. One section of the industry in which Bradford is still not seriously challenged is that concerned with the production of mohair yarn. The spinning of this yarn depends on suitable climatic conditions, and although the difficulties of production have been partly overcome in the United States, there has lately been a limited revival in the export of this article to Germany. According to recent reports, the actual figures of unemployment for Bradford would suggest that there has been some improvement since the beginning of the year. Early in January over 12,000 persons were registered as unemployed or working short time to an extent which qualified them for insurance benefit. For the week ended June 20 the corresponding figure was 9,594. It is pointed out, however, that a considerable amount of unemployment which exists is not recorded in the statistics of the exchange and that as far as this section is concerned, little if any relief has taken place.

Business among the iron and steel trades of the North was even quieter than usual during the past month, which is recognized as a dull period in this industry. Customers have continued to hold out for price concessions which most producers have been unable to meet. Meanwhile, Continental competitors have been doing a certain amount of business at figures under domestic quotations.

There has been a considerable drop lately in open hearth steel production at Sheffield. Work has fallen off in the heavy foundries and a general revival of business is not looked for until the fall. Meanwhile the demands of the motor car industry are providing a substantial amount of work for makers of alloy steel and parts of vehicles. Several good contracts have lately been secured for the cutlery trades of this district and the future outlook is decidedly brighter.

The engineering trades show little change. Heavy electrical firms continue to be well engaged, but the smaller firms are not so busy. Constructional engineers have a good deal of work on hand. Textile machinists have not been getting much business, but those who specialize in artificial silk machinery have large orders to complete. Motor car manufacturers and cable makers are well employed. Other branches, however, are generally rather short of work as indicated by the continued slackness in machine tool making.

Following the placing of several orders for new tonnage at the beginning of the month, the North East Coast shipyards have been unable to report any large increase in the amount of work on hand. More men, however, are gradually being employed and the uncertainty caused by the recent applications for increased wages on behalf of the workmen has been removed to some extent by the decision of engineers to accept the employers' offer, and it is anticipated that the shipyard men's application will also be ended satisfactorily. Ship repairing continues on a steady scale.

Although the fundamental difficulties facing the coal industry remain unaltered, recent reports indicate that the export business of Northumberland and Durham counties is emerging from the acute depression which has prevailed during the past three months. Inquiry from abroad during the latter

half of July has steadily grown, stimulated by a further slight fall in prices which has attracted foreign buyers both for prompt shipment and on contract account. Home demand for house and industrial fuels has been very disappointing.

After enjoying an excellent season, the curtain section of the Nottingham lace trade has slackened off and is not likely to expand again until the end of September. It has been generally reported as the best season since the post war slump. The improvement recently reported in the plain net section has been maintained.

“THE EMPIRE MARKETING BOARD: A YEAR'S PROGRESS”

Under the above title a report has been recently issued summarizing the work of the Empire Marketing Board, which, representing all parts of the Empire, was appointed, on the recommendation of the Imperial Economic Committee, in the early summer of 1926 under the chairmanship of the Secretary of State for Dominion Affairs. The British Parliament is voting £1,000,000 a year to furthering the marketing of Empire produce in the United Kingdom; but in accordance with the unanimous view of both the home and oversea members of the Imperial Economic Committee, the policy of the Board is “to encourage the public to ask first for the produce of their own country and next for the produce of the Empire overseas.”

The marketing of Empire produce, it had been foreseen, was not merely a question of publicity, and it was one of the recommendations of the Imperial Economic Committee that a substantial part of the revenues of the Board should be devoted to scientific research. The members, meeting week by week through the summer of 1926, early realized, not only how large and diversified their opportunity was, but “how fundamentally the stimulation of Empire marketing must depend on the private enterprise of producers and traders.”

It is no good telling the public to buy Empire produce unless it is obtainable in the shops good in quality and reasonable in price. Much Empire produce already fulfils these three requirements and has found its own secure market; but, in many parts of the Empire, producers have not yet had an opportunity of acquiring the market experience of the older countries with which they must compete. Every year, too, brings new Empire products to the doors of the world's markets. The best service that can be done to the Empire producer is to place freely at his disposal the resources of science and economic investigation—to see that he is made aware of the latest methods of sowing and planting, of tending and harvesting; to show him how his produce should be graded and packed to ensure that it is transported safely and without deterioration; to suggest lastly how its presentation, in the shop window or on the counter, may be fitted to win the housewife's critical eye.

Thus viewed, the work of the Empire Marketing Board includes, indeed, the active advertisement in this country of Empire produce from home and overseas. Many Empire products are ripe for advertisement, and their producers need the encouragement which advertisement can give; but such publicity should be regarded as the last stage only in a sustained attempt to promote the organization of Empire production and Empire marketing. That is an enterprise greater than the task of any appointed body.

The successful marketing of Empire produce from overseas depends “upon no single factor more than upon the skilful development of cold storage processes;” and to that end a grant has been given to the Low Temperature Research Station at Cambridge. Insects, it has been estimated, consume 10 per cent of the world's crops and destroy probably 20 per cent of the crops grown in the tropics. The magnitude of these losses, compared with the relatively small expenditure within the Empire on trained entomologists, has impressed the Empire Marketing Board with the urgent necessity of considering the claims of entomology for financial assistance, and grants have been made to the Imperial Bureau of Entomology for the establishment of a laboratory for breeding beneficial parasites, and to the Cawthorn Institute, New Zealand, for research into the control of noxious weeds. In the latter connection, it is noted that in the

five years between 1920 and 1925 the blackberry pest had encroached upon 100,000 acres of land in that Dominion, and it is thought that if the blackberry can be checked by entomological methods, "valuable experience will have been gained of a technique which might prove applicable also to the control of such weed pests as ragwort, St. John's wort, and the Russian sow-thistle of Canada."

The deficiency of minute quantities of mineral salts in pasture lands in several parts of the Empire is being made the subject of research, and work on a concerted plan, with funds provided partly from the Empire Marketing Fund and partly from local public or private sources, is being undertaken at the Rowett Institute, Aberdeen, in the highlands of Kenya, in New Zealand and Australia. "No better example could be offered of the value of scientific 'team work' throughout the Empire."

RESEARCH

The Board has made no attempt to engage directly in scientific research, and in the allocation of grants it has been guided by the different Government organizations, whether in the United Kingdom or overseas, best qualified to offer advice.

In recommending grants, it has sought to ensure that the research work to be aided should be of interest, if not to the Empire as a whole, at least to more than one part of it. It has not recommended grants in support of research work which appeared to be the concern of one Government alone. Scientific institutions in the United Kingdom have received a considerable share of the grants made during the first year's work. There are two reasons for this. Broadly speaking, scientific research work, of general interest to the Empire as a whole, is at present more fully developed in Great Britain than overseas; while distance has inevitably prevented the oversea authorities from gaining full contact with the Board in the few months during which it has been effectively at work.

Tropical and sub-tropical research is to be aided: a grant has been made to the Imperial College of Agriculture at Trinidad, to which the cotton interests of Great Britain have made a generous addition; and one has been promised to the Amani Institute in Tanganyika, first established by the Germans.

The chief centres for research in animal breeding are to be found at Edinburgh and Cambridge Universities, and to these grants have been made. As illustrating the value of research in this connection, the grass lands of the Empire support as many as 200,000,000 head of cattle and 200,000,000 sheep. The total value of the imports of live stock products from the Empire into the United Kingdom (mainly meat, wool, hides, and dairy produce) amounted to £157,000,000 in 1924, compared with £53,000,000 for cereals and cereal products.

In the field of economic botany, the Royal Botanic Gardens, Kew, have received a grant from the Empire Marketing Board, to be devoted partly to the employment of an Economic Botanist at Kew, who will be able to either visit the Dominions and Colonies from time to time, or to set free a superior officer of the Kew staff to undertake oversea missions. It is noted that the close liaison which exists between Kew and the agricultural and botanical departments of the world has proved of inestimable benefit to the Dominions and Colonies in the introduction of new staples and the development of the natural vegetable resources of the Empire.

On the subject of fruit growing the report reads as follows:—

The total value of imports of fruit into the United Kingdom during 1925 amounted to nearly £49,000,000—more than three times the average annual value for the five years ending 1913. At present only about a quarter of these imports comes from Empire sources. The recent Report on Fruit by the Imperial Economic Committee has emphasized the scope for increased Empire production and the possibilities of closer settlement which fruit growing affords. It is therefore essential that every aid to economic production that science can discover should be placed at the ready disposal of those whose livelihood depends upon the growing of fruit.

The pioneer research work of the East Malling Fruit Research Station on the standardization of root stocks and the principles underlying the relationship of stock and scion

has had a striking influence on the technique of fruit culture in Great Britain. Standardization of horticultural material is important not merely to the fruit grower, when he seeks to plant his orchard with young trees which can be relied upon to grow up true to specification. It is equally important to the scientific research worker, seeking uniform and reliable material for experiments in methods of culture, storage and transport and for studying problems of resistance to disease. The technique evolved at East Malling should be applicable to many other fruits than those which grow in Great Britain, and the work that is being carried on there is recognized by experts to be of Empire-wide interest. The Board has approved a substantial appropriation in its aid.

The Long Ashton Horticultural Research Station made an application for assistance towards investigations into the keeping quality of fruit and its relation to the nutrition of the tree and to soil conditions. On the recommendation of the appropriate authorities the Board decided to approve a grant for this work in view of its interest to fruit-growers both at home and overseas. A small grant has also been made to the Cheshunt Experimental and Research Station for investigation into the control of certain pests and diseases of particular interest to horticulturists.

With a view to the furtherance of co-operation in agricultural research, the Ministry of Agriculture and Fisheries has arranged for an Imperial Agricultural Research Conference to be held this year, the expenses of which are to be met from the Empire Marketing Fund. In preparation for this conference, memoranda and questionnaires have been prepared (among other subjects) on the importance of standardized root-stocks and the effect of nutrition on the quality of fruit and on irrigation problems of Empire interest.

ECONOMIC INVESTIGATION

The efficient organization of Empire marketing and the elimination of waste in its various forms are problems that call for close and continuous study and intimate contact with organizations of producers and traders. On the subject of wastage in Empire fruits the report reads as follows:—

With the information contained in the Fruit Report of the Imperial Economic Committee at its disposal, the Board appointed a Fruits Committee to deal with all questions affecting the marketing of fruit. This Committee decided to address itself to a detailed examination of the many-sided problem presented by wastage in fruit brought from overseas. It began by establishing an office in Liverpool for the inspection of incoming cargoes of Empire fruit, the Canadian apple crop providing the first shipments to undergo examination. The work of inspection was linked up with the Low Temperature Research Station at Cambridge so that problems involving scientific questions might be suitably dealt with, and arrangements were started for connecting the portal inspection with the previous history of the fruit from the orchard to the port of arrival and, in some cases, as far as the retail shop.

The modest beginning thus made was welcomed by producers and traders, and, with the arrival of the Australian and New Zealand apple shipments this spring, the system of inspection has been extended to include the port of London. It is in course of extension also to the ports of Manchester and Hull. The Board desires to acknowledge the assistance received in this work from Dominion representatives in London, port authorities, shipping companies, and the principal fruit trade organizations. With the assistance so given the Board's officers, besides investigating systematically the causes of deterioration in fruit cargoes, are acquiring that thorough knowledge of the marketing organization of fruit which is essential to the improvement of marketing methods.

Following a recommendation of the Imperial Economic Committee that information should be made available to Empire producers as to fruit crop prospects in competing countries and other kindred matters, the Board is now issuing a series of weekly Fruit Intelligence Notes.

An investigation into certain problems affecting the trade in Empire dairy produce has recently been started, the object being not only to throw further light on the marketing of imported butter and cheese, but also to provide data, based on "field" observations, for scientific workers in dairy research both at home and overseas. At the invitation of the Board a representative of Ontario Agricultural College, Guelph, has gone to Great Britain to discuss co-operation in certain dairy produce investigations.

The investigations undertaken by the Board have brought the members into friendly contact with representatives of oversea producers visiting the United Kingdom for the extending of their markets. A contribution has been made from the Empire Marketing Fund towards the expenses of a representative of Australian dried fruits industry who has been invited to visit the United Kingdom at the time of the arrival of the Australian crop, and the Board's officers are preparing to secure for him a thorough view of the marketing of dried fruit in the United Kingdom.

One of the subjects that has engaged the attention of the Empire Marketing Board has been that of flax-seed growing in Canada.

Northern Ireland, which is the centre of the Empire's linen trade, has an area of approximately 40,000 acres under flax. Owing to climatic reasons, the flax seed required has hitherto been obtained mainly from Russia, Holland and Belgium. During the war arrangements were made under which an extensive area in Ontario and Western Canada was devoted to the growing of flax seed and in the years 1917 to 1920 considerable quantities were shipped to Northern Ireland.

Since the war, experiments in raising a new and improved variety of flax seed have been carried out at the Lamberg Research Station, Northern Ireland, and in the South of England. In spite of great difficulties these efforts have met with success, and a new variety known as "J.W.S." flax seed has been produced in small quantities. It appears impossible for flax seed to be raised in sufficient quantities in the United Kingdom to supply the needs of Northern Ireland, but conditions in Canada are such as to hold out promise of a higher yield and larger supplies.

The Empire Marketing Board has accordingly approved a grant for the purchase of 25 tons of "J.W.S." flax seed from the Flax Development Society of England for delivery to the Canadian Department of Agriculture. The Canadian Department of Agriculture is distributing the seed to Canadian growers and will collect and clean the seed from this year's crop for distribution again in 1928. Northern Ireland is prepared to absorb all the surplus seed that may be available in Canada up to and including the seed harvested in 1931.

The Board's grant has thus contributed to an experiment in plant breeding involving Northern Ireland, the South of England and Canada. The idea of breeding a new variety in one part of the Empire and bulking it under field conditions in another is an interesting illustration of that mutual assistance in economic development and scientific progress which it is the Board's endeavour to promote.

PUBLICITY

Publicity is regarded by the Board as the last stage in the process of furthering the marketing of Empire produce, and it has refrained from any very ambitious or costly publicity program. Its main function in this field is that of creating a background against which individual governments or trading interests can throw into relief the claims of particular commodities—in a word the advertising of an idea; and it has in consequence had to meet the criticism that its campaign was not sufficiently definite. The main purpose, however, has been kept steadily in view, the creating of an atmosphere favourable to the preferential purchasing of Empire goods. Newspaper advertisements, posters, exhibitions, Empire Shopping Weeks, and window-dressing competitions are some of the means that have been adopted with this end in view.

Mr. W. A. Wilson, Agricultural Products Representative of the Department of Agriculture, represents Canada on the Empire Marketing Board. He is also a member of the Research Grants Committee and is vice-chairman of the Fruits Committee of that body. Mr. J. Forsyth Smith, Fruit Trade Commissioner, also is a member of the Fruits Committee.

HAY CROP IN THE NETHERLANDS

Mr. A. B. Muddiman, Canadian Trade Commissioner in the Netherlands, writes under date July 21 that this office has been in touch with one of the largest hay importers in the north of the Netherlands. The firm in question bought large quantities of Canadian hay in 1911 and 1913, but as the crop in the Netherlands this year, though lacking in quality, is good in quantity, they see no opportunity for the import of Canadian hay.

ECONOMIC CONDITIONS IN THE NETHERLANDS

TRADE COMMISSIONER A. B. MUDDIMAN

Rotterdam, July 29, 1927.—The balance between imports and exports of Dutch foreign trade for the first five months of the current calendar year indicates a satisfactory condition. Exports have increased 12 per cent and the excess of imports over exports has been reduced nearly 22 per cent. The actual figures are approximately:—

January-May	Imports Florins	Exports Florins
1927	1,010,906,247	735,421,742
1926	1,009,601,971	658,008,905

The Government revenues for January to May also show an increase of 10,149,222 florins over those for the same period last year. With regard to exchange, Dutch guilders, according to bank reports, have sought markets abroad, where a higher rate of interest could be obtained; but the purchase of Dutch Colonial products largely in foreign currencies has exercised an influence favourable to Holland upon the rate of the guilder. Dutch subscribers it is considered have been generally cautious in absorptions in the issue market. The rubber and sugar markets have doubtless, it is thought, reacted on the stock exchange's activities.

Canadian growers of flax will note with interest that less flax has been planted this year than last (10,777 hectares against 13,890). It is reported that the crop so far is only medium. The cultivation of sugar beet, on the other hand, has been increased 15 per cent. There is slightly more land under clover, while the increases in winter and summer wheat are only small. Barley, oats and rye areas show small reductions.

SOFT SUGAR FOR THE NETHERLANDS

TRADE COMMISSIONER A. B. MUDDIMAN

Rotterdam, July 21, 1927.—Two trade inquiries for soft sugar No. 10 emanating from the North of the Netherlands are published in this issue (page 253). A few explanatory notes from information gleaned on the spot are offered in this connection. At the present time about nine times as much soft brown sugar No. 10 is imported into this area from the United States as there is from Canada. The reason for this is that the quality of the Canadian soft brown sugar offered is too high. The superior quality demands a higher price, and this in the Netherlands is generally fatal to further business.

Both the firms in question know and like Canadian moist sugar, and both are anxious to distribute for Canadian millers. They have already imported Canadian soft brown when price has permitted them. They now desire to hear from Canadian millers who can ship a sugar similar to No. 10 soft brown from the United States. At the present time the polarization of Canadian is too high and consequently the price is unfavourable for this market. Soft brown in the Netherlands is bought on appearance rather than its sweetness. American millers guarantee as a rule that their soft brown No. 10 has no higher polarization than 85 per cent. Its polarization as a rule runs from 82 to 85 per cent. Canadian soft brown runs as a rule when offered here 90 to 91 per cent. This makes it 5 per cent dearer.

The best months in which this business is contracted are May and June. The territory covered by these distributors represents the four north provinces of the Netherlands. One firm buys from 15 to 20 kilo tons a month; the other over 60 kilo tons a month in lots of from 20 to 30 tons. No. 10 American soft brown was \$3.40 on July 10.

EXPORTS FROM CANADA TO THE UNITED STATES OF PRINCIPAL COMMODITIES SUCH AS ARE PRODUCED ON CANADIAN FARMS, OR MANUFACTURED DIRECTLY FROM SUCH FARM PRODUCTS, DURING THE MONTH AND TEN MONTHS ENDED JULY, 1921, 1922, 1926 AND 1927; WITH UNITED STATES TARIFF RATES IN FORCE

(COMPILED BY THE EXTERNAL TRADE BRANCH, DOMINION BUREAU OF STATISTICS, AND THE FOREIGN TARIFFS DIVISION)

Commodities	Month of July				Ten Months ended July				United States Tariff Rates in force		
	1921	1922	1926	1927	1921	1922	1926	1927	Prior to May 27, 1921	From May 27, 1921 to Sept. 21, 1922	Subsequent to Sept. 21, 1922
Animals (except for improvement of stock)—											
Cattle..... No.	6,533	11,626	7,518	14,151	222,550	130,195	135,191	139,699	Free	50 p.c.	(a)
Horses..... \$	163,351	276,359	166,024	521,107	14,781,654	2,459,070	3,454,799	4,473,176	Free	10 p.c.	(b)
Poultry..... No.	48,295	33,865	48,990	2,450	439,355	367,963	112,714	47,469	10 p.c.	1c. per lb.	3c. per lb.
Poultry..... \$	41,896	29,223	64,493	37,701	645,915	618,257	805,815	603,044	1c. per lb.	1c. per lb.	3c. per lb.
Sheep..... No.	35,343	23,725	43,175	22,261	710,998	606,191	704,479	581,478	Free	(c)	\$2 per head
Sheep..... \$	5,402	900	7	5	128,855	60,028	27,946	115,900	Free	(c)	\$2 per head
Fruits—											
Apples, green or ripe..... Bbl.	3	6,496	37	48	1,144,099	338,115	219,758	115,982	Free	30c. bu.	55c. bu. 50 lb.
Apples, dried..... Lb.	24				61,834	2,001,734	126,057	119,397	1c. per lb.	1c. per lb.	2c. per lb.
Berries, fresh..... \$	60,445	41,724	19,007	42,762	107,147	76,092	134,609	199,045	1c. per qt.	1c. per qt.	11c. per lb.
Grains—											
Barley..... Bush.				21	298	16,629	5,348	3,840	15c. bu. 48 lb.	15c. bu. 48 lb.	20c. bu. 48 lb.
Beans..... Bush.				21	420	12,172	2,850	2,010	15c. bu. 48 lb.	15c. bu. 48 lb.	20c. bu. 48 lb.
Buckwheat..... Bush.				4,889	3,558	9,827	55,434	11,057	35c. bu. 60 lb.	2c. lb.	12c. lb.
Oats..... Bush.	9,838	15,047	3,684	21,456	14,090	33,711	153,379	49,514	Free	Free	10c. per 100 lb.
Peas, whole..... Bush.	11,896	100	3,445	1,339	286,240	83,083	58,722	64,354	Free	Free	10c. per 100 lb.
Peas, split..... Bush.	104,354	32,169	24,182	42,179	2,798,305	1,952,880	479,229	430,776	6c. bu. 32 lb.	6c. bu. 32 lb.	15c. bu. 32 lb.
Rye..... Bush.	48,256	15,655	1,921	21,694	1,398,463	929,299	174,506	85,171	10c. bu. 60 lb.	10c. bu. 60 lb.	1c. lb.
Wheat..... Bush.	2,603	2,541	5,380	4,948	326,855	340,174	422,455	213,355	20c. bu. 60 lb.	20c. bu. 60 lb.	11 c. lb.
Wheat..... \$	3,740	830,512	352,473	382,847	306,920	83,585	4,316	3,827	Free	Free	15c. bu. 56 lb.
Wheat..... \$	283,001	830,512	352,473	382,847	498,764	83,585	4,316	3,827	Free	Free	15c. bu. 56 lb.
Wheat..... \$	511,160	1,000,484	483,943	568,777	47,013,728	13,991,813	8,923,341	6,786,169	Free	33c. per bush.	12c. bu. 60 lb.
Grain Products—											
Bran, shorts and middlings..... Cwt.	149,357	24,465	292,351	99,073	1,287,588	307,686	2,111,859	1,070,766	(e)	(e)	(e)
Wheat Flour..... Bbl.	159,340	24,524	341,527	147,572	1,892,293	320,650	2,620,744	1,467,010	Free	20 p.c.	1-04 p. 100 lb.
Meats—											
Bacon, hams, shoulders and sides..... Cwt.	26,384	290,506	8,667	2,560	12,126,915	3,983,017	113,565	43,363	Free	25 p.c.	2c. per lb.
Beef, fresh, chilled or frozen..... Cwt.	35	36	885	1,911	2,699	1,070	10,008	40,477	Free	25 p.c.	3c. p. lb. (g)
Beef, fresh, chilled or frozen..... \$	1,768	1,167	31,004	75,180	98,346	36,557	376,450	1,055,639	Free	25 p.c.	2c. per lb.
	6,611	7,572	11,022	32,373	313,345	161,725	110,199	183,453	Free	2c. per lb.	3c. p. lb. (g)
	101,130	88,105	135,890	513,031	3,038,487	1,814,413	2,417,900	2,417,900	Free	2c. per lb.	3c. p. lb. (g)

Mutton and lamb, fresh, chilled or frozen.....	991	296	350	41 931	57 097	18 054	7 075	2c. per lb.	(h)
Pork, fresh, chilled or frozen.....	17,153	7,057	8 213	1,059 282	998 124	444 300	174 152	2c. per lb.	
Pork, dry-salted and pickled.....	1,972	1,727	1,553	213 256	186 042	38 459	2,068 288	2c. per lb.	
Poultry, dressed or undressed.....	643	7,519	1,005	15 751	1 397	1 832	278 150	25 c. per lb.	
Other meats, including canned meats, but excluding extracts.....	330	590	8 372	16 338	10 593	20 610	77 086	2c. per lb.	
Milk and milk products—	8,480	8,460	80,014	275 518	138 363	291 061	781 430	25 p.c.	
Butter.....	104 310	23 085	18 700	1 685 586	2 695 586	264 088	473 900	6c. per lb.	(i)
Cheese.....	27 363	8 076	4 879	705 132	4 111 097	146 132	167 921	2½ c. per lb.	(g)
Cream.....	3 320	56 500	89 500	303 358	4 111 097	229 000	15 730 810	20 p.c.	
Milk, fresh.....	181 921	945 086	575 008	87 042	1 417 735	55 374	3 306 134	5c. gal. (k)	
Milk, condensed, including milk powder.....	271 824	365 373	1 123 993	1 058 660	2 140 038	1 972 368	5 218 649	2c. gal. (k)	
Seeds—	34 616	82 313	557 675	1 049 880	817 200	3 505 108	3 270 960	2c. gal. (k)	
Clover seed, aliske.....	105 936	481 700	732 400	10 076 255	1 338 157	7 470 300	5 541 100	1c.—3c. lb.	
Clover seed, alfalfa and red.....	20 202	54 000	100 501	1 716 871	192 718	307 737	563 467	Free	
Clover seed, other.....	1,770	6 213	475	805 051	870 257	1 770 487	70 056	Free	
Flaxseed.....	973	56	1 640	2 844	7 203	72 072	86 895	4c. per lb.	
Grass seed.....	1,953	1 500	20 074	97 214	74 257	725 051	994 372	Free	
Potatoes.....	7 963	4 300	4 690	107 158	58 505	109 515	100 600	Free	(i)
Sugar beets.....	132 448	4 885	184 260	429 291	236 280	739 701	630 664	Free	
Turnips.....	246 993	1 809	350 000	3 062 281	4 394 738	4 284 173	5 218 649	30c. bu. 56 lb.	
Vegetables—	4 988	1 945	1 239	91 372	66 491	28 000	14 562	Free	
Eggs.....	1 322	7 621	13 701	198 926	271 935	100 032	148 130	2c. per lb.	
Maple sugar.....	436	4 558	13 160	2 242 319	1 698 958	4 876 127	6 687 448	25c. bu. 60 lb.	
Wool.....	294	318 027	151 581	1 534 423	597 907	1 746 155	1 248 695	50c. per 100 lb.	
Total value of above commodities.....	1,972,768	2,886,285	3,548,197	152,101,052	45,106,323	53,890,742	53 568 199	80c. ton 2,40 lb.	

(a) Cattle weighing less than 1,050 pounds or over, 2c. per lb. (b) Horses valued at not more than \$150 each, \$30 per head; more than \$150 each, 20 per cent; (c) Sheep, one year old or over, \$2 per head; less than one year old, \$1 per head. (d) Prior to April 6, 1924, 30c. per bush. (e) Prior to May 27, 1921, to September 21, 1922, free, if wheat products, but otherwise apparently 15% ad. val.; from September 21, 1922, to April 6, 1924, 15% ad. val.; subsequent to April 6, 1924, if from other cereals, 15% ad. val. (f) Prior to April 6, 1924, 78c. per 100 lb. (g) Applies to particular meat in question when "fresh." (h) Mutton, fresh, 2½c. per lb. (i) Prior to April 5, 1929, 8 cents per lb. (j) Cheese, 5c. per lb. but not less than 25 per cent. (k) i.e. 231 cubic inches, about equal to five-gallon imperial gallon. (l) Clover seed, crimson, 1c. per lb., white, 3c. per lb. and other, 2c. per lb. (m) Dutiable at various rates. See *Commercial Intelligence Journal* No. 974, Sept. 30, 1922, pages 516-7.

CONDITIONS IN THE UNITED STATES

TRADE COMMISSIONER FREDERIC HUDD

New York City, August 11, 1927.—There has been a decrease in business activity in the United States. This is to some extent seasonal, although factory employment and the transportation of manufactured goods by the railways are below the records of the previous year. Outside the union coal areas and the automobile industry no widespread unemployment is reported. An official report states that in the last week of July receipts of wheat at primary markets were substantially lower than a year earlier. Receipts of cotton into sight were running higher. Receipts of cattle at primary markets were lower with hog receipts making a similar comparison. Measured by cheque payments, the dollar volume of business during the week ending July 30 was smaller than in the preceding week, but greater than a year ago, according to a statement issued by the Department of Commerce.

Wholesale prices advanced from the new low level of the preceding week, but were still substantially lower than in the corresponding week of a year ago. Prices for cotton advanced over the preceding week but were lower than last year. Iron and steel prices declined from both the preceding week and the corresponding week of 1926.

THE COTTON SITUATION

The boll-weevil menace is the outstanding factor in the cotton situation this year. The Department of Agriculture announces that indications at present point to a production of 13,492,000 bales. This total would be smaller than any crop since 1922 and 4,500,000 bales less than last year's record crop. The weather during the remainder of this month and the first half of September will decide whether the crop will be larger or smaller than is now indicated.

THE STEEL SITUATION

Unfilled orders of the United States Steel Corporation increased by 88,768 tons in July, business on the books as of the end of the month aggregating 3,142,014 tons, as compared with 3,053,246 tons on June 30. Steel ingot output was lower in July than in any month since July, 1925, but there was some gain in unfilled finished steel orders during the month, continuing weakness in prices of heavier materials, and a slight falling off in steel production.

THE COAL AND OIL SITUATION

The production of bituminous coal during the week ended July 23 showed practically no change from the preceding week, but was lower than in the same week of 1926. Lumber output again registered an increase over both the preceding week and the corresponding week of last year. The production of bee-hive coke, showing no material change from the preceding week, was substantially lower than in the same week of 1926.

The output of crude petroleum reached a new high peak during the third week of July.

THE FINANCIAL SITUATION

Loans and discounts of Federal Reserve member banks again receded from the preceding week, in the week ending July 30th, but were higher than a year earlier. Prices for stocks continued to advance, both as compared with the previous week and the corresponding week of last year.

Interest rates on call loans, though showing no change from the previous week, were lower than in the same week of 1926. Bond prices again advanced, being higher also than in the corresponding week of last year.

Interest rates on time money averaged lower than in the previous week or the corresponding week of 1926. The Federal Reserve ratio advanced over both prior periods. Business failures were more numerous than in either the preceding week or the same week of last year.

THE FOREIGN TRADE SITUATION

The balance of trade of the United States with the rest of the world for the first six months of 1927 shows a favourable balance to an amount exceeding more than \$242,000,000, according to figures made public by the Department of Commerce. Exports for the period were valued at \$2,366,000,000 in round numbers, and imports reached \$2,124,000,000. A year ago at this time the balance of trade was against the United States. Then exports were valued at \$2,206,000,000 and imports \$2,302,000,000.

For the six months' period of this year, compared with that of 1926, exports to all the grand divisions, namely, Europe, North and South America, Asia, Oceania and Africa showed increases. Exports in June, 1926, were valued at \$338,000,000, as compared with \$356,000,000 in June, this year.

The foreign exchange situation is steady. The Canadian dollar is still at a slight discount, which has been the case since the beginning of June.

COMMERCIAL CONDITIONS IN MEXICO

TRADE COMMISSIONER C. NOEL WILDE

Mexico City, August 1, 1927.—No definite change has taken place in the business situation during the month of July. Collections of commercial accounts are still reported to be difficult, and the majority of local manufacturers, especially in the textile industry, are finding difficulty in securing sufficient orders to keep their workmen fully employed. On the other hand, there appears to be a slight improvement in the demand for merchandise from interior points, which is attributed partly to the expectation of good harvests, and partly to the exhaustion of stocks previously acquired.

Statistics of mineral output show a continuation of the decreases in the production of gold, silver, lead, and coal, but an increase in the production of copper, zinc, and mercury. The following statement gives comparative figures for 1926 and 1927, up to the end of April:—

	1926	1927	Difference %
GoldKilos	8,295	7,243	— 12.6
SilverKilos	1,004,670	981,563	— 2.3
LeadTons	65,457	61,696	— 5.7
CopperTons	16,176	17,912	+ 10.6
ZincTons	28,201	33,925	+ 20.3
MercuryKilos	13,491	29,600	+119.4
AntimonyTons	1,113	464	— 58.3
ArsenicTons	1,605	1,818	+ 13.3
GraphiteTons	2,396	3,240	+ 35.2
CoalTons	419,567	327,164	— 22.0

With regard to petroleum, statistics recently issued show that the production continues to decrease at a rapid rate. This reduction in output is attributed on the one hand to restrictive legislation, and on the other to the exhaustion of producing wells without any corresponding drilling of new areas, or the exploration of wildeat territory. The facts are best shown by the following statement, which gives the production (in thousands of barrels) during the first four months of the years shown:—

	1925	1926	1927
January	11,377	9,520	6,076
February	10,488	8,559	5,426
March	11,765	8,345	5,706
April	11,303	8,716	5,525
	44,933	35,140	22,733

These figures indicate a decrease in production during the past two years of practically 50 per cent. Among other effects of this reduction has been a decrease in the revenue of the Government, a substantial portion of which is derived from taxes on the production and export of petroleum and its derivatives.

These taxes are largely hypothecated for the service of the foreign debt, and as a result of the decrease in revenue, the Government has announced that a loan of two million dollars has been obtained from the International Committee of Bankers, in order to make up the balance of interest due on June 30 last. The loan itself bears interest at the rate of 6 per cent, and is to be repaid in twelve monthly instalments during the year 1928. The close relation which petroleum production bears to the commercial and political wellbeing of the country can be deduced from these facts without further comment.

Exchange on New York has shown a gradual improvement during the month, opening on the 1st at 46.40, and closing on the 30th at 47.25, mint par being 49.85 (cents to the peso). The discount on silver currency opened at 7.30 per cent, a gradual improvement taking place until July 21, when it was "pegged" by Government decree at 6 per cent. In this connection, it is announced that a fund of five million pesos will be set aside for the purpose of retiring excess silver coinage and thereby reducing local fluctuations in exchange to the minimum.

ECONOMIC CONDITIONS IN JAMAICA

F. L. CASSERLEY, OFFICE OF THE TRADE COMMISSIONER

Kingston, July 30, 1927.—The output of the various agricultural staples produced by Jamaica continue satisfactory. The present f.o.b. values of the principal items are as follows:—

	£	s.	d.
Sugar, refining crystals, basis 96° Polariscopes test, per English ton	14	10	0
Rum, ordinary, per imperial liquid gallon (nominal)	0	1	6
Bananas, per count stem	0	2	6
Cocoanuts, per 100	0	9	0

Some few months ago Mr. C. F. S. Baker, irrigation expert, came to Jamaica at the instance of the Government to inquire into the possibilities of further utilizing the island's water resources. His report, recently issued, shows that something can be done. Arising out of his report, a proposal is likely to be placed before the Government at an early date for the replacing of about 5,000 acres of swamp land in the parish of St. Elizabeth, and there seems to be a good prospect of this scheme, which will involve the purchase of certain machinery, being put through. Irrigation works in other areas are also indicated. A movement is also on foot for the extension of sisal cultivation in that parish. Sisal hemp has been cultivated in Jamaica for some years, and excellent cordage is produced by the local rope factory. This industry will probably expand.

The Jamaica Government Railway has just placed with a well-known Canadian firm an order for 3,600 tons of rails for replacement purposes. This purchase represents the first instalment of a large replacement program decided upon by the Jamaica Government.

Trade on the whole is fairly good and commercial buildings as well as dwelling houses continue to be erected in Kingston and the suburbs.

CZECHOSLOVAK BENT-WOOD FURNITURE INDUSTRY

TRADE COMMISSIONER L. D. WILGRESS

Hamburg, July 6, 1927.—Bent-wood chairs of Czechoslovakian manufacture continue to be imported into Canada in competition with the products of the Canadian industry. The value of this import in the last fiscal year was \$35,210. These are the chairs which before the war were commonly designated as "Austrian" chairs. Practically all the European factories of importance manufacturing bent-wood furniture are now located in Czechoslovakia, chiefly in the mountains dividing the provinces of Moravia and Slovakia, where there are extensive forests of beech trees.

The most important producing factor in the Czechoslovakian bent-wood furniture industry is the large concern of Thonet-Mundus, Limited. This company was formed two years ago by the combination of three of the largest manufacturers: the firms of Thonet, Mundus and Jacob and Joseph Kohn. The Thonet-Mundus Company control eleven factories in Czechoslovakia, of which seven are located in Moravia, two in Slovakia, and one each in Bohemia and Silesia. Warehouses are maintained in many of the principal commercial centres throughout the world. They are also reported to hold a controlling interest in the "Drawa" fabrika za meble at Maribor in Jugoslavia.

The output of the Thonet-Mundus Company amounts to between 10,000 and 20,000 chairs a day. The largest proportion would be comprised of chairs with wicker seats, but chairs with ply-wood seats are also manufactured on a large scale. Well over 90 per cent of the production is exported to all parts of the world.

The largest bent-wood furniture factory in Czechoslovakia is one belonging to the Thonet-Mundus Company at Korycany, in Moravia, with a capacity of 5,000 chairs a day.

Other companies producing bent-wood furniture in Czechoslovakia are the Ungvarska tovarna na nabytek at Uzhorod, in Sub-Carpathian Russia, with a capacity of 1,000 chairs a day; D. G. Fischel a synove, Prague, with a factory at Niemes, in Bohemia, producing up to 1,000 chairs a day, chiefly of the better class chairs with ply-wood seats; Dielna na naradie Tatry Banky at Turciansky sv. Martin, in Slovakia, with a capacity of 500 chairs a day; L. A. Bernkopf at Frenstat, in Moravia, with a capacity for producing 300 good quality chairs a day; M. Schwarz at Oberleutensdorf, in Northern Bohemia, who manufactures exclusively for the domestic market and has a capacity of 300 chairs a day; "Fagus" company at Prelouc, in Bohemia, with a capacity of 100 chairs a day, whose entire output is exported to the United States; and Johann Brief of Uhersky Brod, in Moravia, who manufactures up to 100 chairs a day chiefly for domestic consumption.

In addition to the above-mentioned factories in Czechoslovakia, there is the bent-wood furniture factory of Herschkowitz at Sighetul Marmatrei, in Roumania, across the border from Czechoslovakia, which has a capacity of 600 units a day and specializes in chairs with rounded supports required for the Near Eastern markets. There is also the Vojciechovsky factory in Poland, which has a capacity of 1,000 chairs a day. These and the factory above referred to in Jugoslavia, together with another factory in Poland and one in Hungary, comprise practically all the bent-wood furniture factories in Central Europe.

Beech is the only wood suitable for the manufacture of bent-wood furniture. This explains the reason for the industry having been developed in Czechoslovakia. The republic has extensive forests of beech trees. Approximately 2,982,203 acres, or 30.16 per cent of the forested area of Czechoslovakia, is comprised of deciduous trees and of these beech trees predominate. The

beech forests are chiefly found in the eastern part of the republic along the lower slopes and foothills of the Carpathian mountains, particularly in the mountainous districts dividing the provinces of Moravia and Slovakia.

The process of manufacture of bent-wood furniture precludes the use of any other kind of wood than beech. The wooden frames are first put into compartments, about forty frames at a time, and are steamed for from eight to ten minutes. The steam is then turned off and the frames are taken out and bent over cast-iron moulds and clamped down. Sometimes as many as twenty frames for the ordinary sort of chairs are secured on one mould. They are then taken to a drying chamber heated to the right temperature and left for twenty-four hours.

The steaming of the frames brings out the colour inherent in beech wood, so that after the drying process the frames are sorted into dark and light. The latter are used for the light varnished chairs which bring a higher price, but at most only 20 per cent of the frames can be used for light chairs and usually the percentage is much less. The manufacturers therefore usually require customers to purchase a certain proportion of dark chairs with every lot of light chairs.

A process is now being investigated for the steaming and bending of birch wood, and if this is successful the colour difficulty would be avoided. It would probably give an impetus to the development of the industry in Finland and other countries with cheap birch and no doubt would also be of benefit to Canada. The process is still in the experimental stage and depends upon ascertaining the proper pressure of steam to render birch pliable for bending.

The wicker seats for bent-wood chairs are made by hand in the Czechoslovak factories, for which purpose cheap female peasant labour is available. Many of the factories purchase ply-wood seats from separate ply-wood manufacturers. A machine has recently been introduced for punching the holes in ply-wood seats at one blow, the seats being secured between steel frames. Hitherto the practice has been to punch these holes one row at a time.

It is reported that the bent-wood furniture factories in Czechoslovakia enjoyed a very good trade last year, but that present prospects are more uncertain. In general the manufacturers have succeeded in recapturing a large share of the trade which was interrupted by the war.

CAREFUL SUPERVISION OF EXPORT GOODS ESSENTIAL

TRADE COMMISSIONER E. L. MCCOLL

Buenos Aires, July 6, 1927.—An article appears in the June number of the British Chamber of Commerce Monthly Journal published in this city which is of interest to Canadian exporters to Argentina. The very competitive nature of this market is emphasized and the care that must be taken to have goods arrive in first class condition. Because of improper supervision of export orders at the factory, inferior goods may often be thrown into the case, or else the packing is poor. The consignment of damaged or otherwise inferior goods may mean the loss of a good customer and perhaps even of a market. The mistake is sometimes made that second-best will do for South America. On the contrary, products sent to this market compete with those of long-established European and American firms which possess efficient and effective sales organizations. These sales organizations start their work in the factory with careful supervision of the goods sent out and of the manner in which they are packed.

The River Plate, chiefly Buenos Aires, offers wonderful opportunities to Canadian exporters who are in a position to compete with European and United States manufacturers, but even the best of firms will be put out of the running if their goods get a bad start before they leave the factory.

The following quotation is made from the article above referred to and its lesson is one that may be widely applied:—

For some time past importers have been able to observe that the galvanized iron sheets received from Great Britain suffer from some serious deteriorating action and one firm, members of the Chamber who have been importing galvanized iron sheets for twenty-five years reported some months ago that the defect complained of had reached such serious proportions that in many recent shipments no less than 43 per cent of the sheets showed some signs of damage or deterioration. Photographs of damaged material were produced in proof of the statements made and in justification of the explanation that orders which under ordinary circumstances would have continued to be placed in Great Britain were being diverted elsewhere. On investigation it was found that the complaint was sufficiently general to justify an effort to get at the root of the trouble and to remedy it. The galvanized iron sheets received from competing sources of supply are reported to be arriving here practically free from damage. Other considerations and comparisons justify the belief that whatever the relative merits of the products of different origins may be in respect of durability, etc., the fact that competing merchandise presents a better appearance and that the galvanising appears to be cleaner and brighter, with a better and more uniform spangle, is influencing local buying tendencies in a manner which unless further losses are to be experienced must be stopped. It is sufficient to say that in so far as any superficial shortcomings in the British product are concerned, a slight addition to the cost of production for the sake of appearance would be permissible and justifiable in current competitive trading. The theory that sea water is in some considerable degree responsible for the damage is by no means borne out by the facts which have been exposed in the course of the investigation.

EXTENSION OF MODIFIED AGRICULTURE DUTIES IN GERMANY

TRADE COMMISSIONER L. D. WILGRESS

Hamburg, August 1, 1927.—According to a law of July 15, 1927, the German modified agricultural duties, which were due to expire on July 31, have been extended until December 31, 1929, with the exception of the modified duty on fresh pork and fresh edible entrails of animals, except of poultry. The modified duty of R.M.21 per 100 kg. (220 lbs.) on fresh pork and fresh edible entrails therefore lapses and the conventional duty of R.M.32, provided for in the German-Swedish Trade and Navigation Treaty of May 14, 1926, comes into effect for the products of countries having most-favoured-nation agreements with Germany, while the general rate of R.M.45 will apply to the products of other countries.

The modified agricultural duties which are extended by the law are the following:—

Tariff Item No.	Description	Duty per 100 Kg. Reichsmarks
1	Rye.....	5.00
2	Wheat and spelt.....	5.00
to 3	<i>Note</i> —Barley for feeding purposes under customs supervision	2.00
4	Oats.....	5.00
7	Corn and dari.....	3.20
109	Bacon.....	14.00
126	Lard and lard fats (Lard from pork and geese, oxen marrow, oleomargarine and other lard fats).....	6.00
ex 162	Flour, also roasted or scorched, from grain, except from oats and barley.....	12.50
to 171	<i>Note</i> —Suitable edible vegetable tale for the manufacture of margarine or artificial food fats on license under supervision of use.....	1.25

NOTE.—1 Reichsmark (R.M.)=\$0.238.

A paragraph is inserted in the law of July 15, 1927, extending the above duties, whereby the date of the lapsing of these duties may be decided by the Government in agreement with the Reichsrat and a committee of the Reichstag, but the law itself remains in force until December 31, 1929.

DUTIES ON GRAIN AND FLOUR

Of most interest to Canada are the extensions of the modified duties on grain and flour. The existing duty on wheat of R.M.5 per 100 kg. is extended and applies to the products of all countries so long as no lower conventional rate is introduced, which would apply only to the products of countries having most-favoured-nation agreements with Germany.

The modified duty on flour of R.M.12.50 per 100 kg. is also extended and will apply to the products of all countries until a lower conventional rate is introduced. The conventional rate on flour of R.M.11.50 which came into effect on April 11 last under the provisional commercial agreement with France lapsed with the termination of that agreement on June 30 last. Negotiations have been conducted for the conclusion of a further provisional commercial agreement between France and Germany, but so far without definite result. For the present therefore the modified duty of R.M.12.50 applies to flour from all countries.

DUTY-FREE IMPORTATION OF FROZEN MEAT

The provision of paragraph 5 of the German law regarding tariff changes of August 17, 1925, remains in force. Under this provision frozen meat, including frozen edible entails, may be imported free of duty under license within the limits of the importation of the year 1924. The duty-free contingent is fixed at 120,000 metric tons a year or 10,000 tons a month, and this quantity of frozen meat may be admitted under license free of duty, any imports in excess of this quantity or without license being subject to the general duty of R.M.45 per 100 kg.

INCREASE IN DUTY ON POTATOES

The law of July 15, 1927, also provides that during the period from August 1, to February 14, the duty on fresh potatoes shall be R.M.1 per 100 kg. instead of the present rate for the above period of R.M.0.50 per 100 kg., the increased rate only to come into effect on December 1, 1927.

CHANGES IN DUTY-FREE LICENSE SYSTEM

The law also provides for some minor changes in the law regulating the duty-free importation of grain and other products in exchange for exports of these products or products milled therefrom. The words "leguminous fruits" are deleted and there is substituted therefor the words "buckwheat, edible beans, peas, lentils, feeding (horse, etc.), beans, lupines and vetches," to which products the system applies as well as to grain. A provision is inserted in the law whereby the system shall not apply to the payment of duty on feeding barley, but only to the payment of the higher duty on barley for other purposes.

INCREASE IN SUGAR DUTY

Another law of July 15, 1927, provides for an increase in the customs duty on consumption sugar from R.M.10 to R.M.15 per 100 kg., and on other sugar, except molasses, from R.M.8 to R.M.13, both effective August 1. At the same time the excise duty on sugar is reduced from R.M.21 to R.M.10.50 per 100 kg.

CHANGES IN MONTSERRAT CUSTOMS TARIFF

The following information concerning changes in the customs tariff of Montserrat (B.W.I.) is compiled from a report of Mr. R. T. Young, Assistant Canadian Trade Commissioner at Port of Spain, Trinidad. The changes in question were made by ordinance published in the official *Gazette* of July 14 and relate altogether to the General Tariff. In the following statement the previous General Tariff and the new General Tariff as well as the British Preferential Tariff (unchanged) are shown. The British Preferential Tariff is applicable to Canada.

	Former General Tariff	New General Tariff	British Preferential Tariff
Applesper barrel	Free	2s. 1d.	Free
Boots and shoesad val.	15%	17½%	10%
Cordagead val.	15%	17½%	10%
Confectioneryad val.	15%	17½%	10%
Butter and butter substitutes . . .per 100 lbs.	16s. 6d.	17s. 3d.	11s. 0d.
Cementper 400 lbs.	3s. 0d.	4s. 0d.	2s. 0d.
Cheeseper 100 lbs.	16s. 6d.	17s. 3d.	11s. 0d.
Cocoa, powdered, ground or otherwise prepared except sweetmeats per lb.	0s. 3d.	0s. 4d.	0s. 2d.
Fish, unspecified kinds dried, salted, smoked, pickledper 100 lbs.	2s. 3d.	3s. 6d.	1s. 6d.
Wheaten flourper 196 lbs.	8s. 4d.	9s. 0d.	7s. 0d.
Lard and lard substitutes . . .per 100 lbs.	6s. 3d.	10s. 5d.	4s. 2d.
Milk, condensed or otherwise preparedper 48 lbs.	9s. 0d.	7s. 0d.	6s. 0d.
Wood and timber—			
Lumber, white pine, spruce and hemlock per superficial measurement of 1 inch thick, per 1,000 ft.	10s. 0d.	12s. 0d.	6s. 8d.
Shingles, cedarper 1,000	5s. 0d.	5s. 6d.	3s. 4d.
Shingles, cyprusper 1,000	10s. 0d.	12s. 0d.	6s. 8d.

EMPIRE COTTON CROPS

Since the war great progress has been made in Empire cotton-growing other than in India, and to-day production is more than five times what it was in 1918-19. As compared with a total of crops amounting to 82,220 bales of 400 pounds in 1918-19, production in 1925-26 reached 427,396 bales, which, in turn, represented a percentage increase as high as 60 since 1923-24, and well over 100 as compared with the 1922-23 season.

Statistics published in the July issue of *The Empire Cotton Growing Review* show that for 1925-26 Uganda was the largest producing country in the Empire outside of India, with a total of 180,859 bales, followed by Anglo-Egyptian Sudan with 121,131 bales, Nigeria with 47,909 bales, and Tanganyika Territory and South Africa with 21,674 bales and 20,381 bales, respectively. Other parts of the Empire grew crops ranging from 6,803 bales in the case of Southern Rhodesia down to 122 bales, the contribution of Fiji.

The following estimates of the 1926-27 cotton crops have been received: Anglo-Egyptian Sudan, 131,750 bales; Uganda, 130,000; Nigeria, 25,000; Tanganyika Territory, 24,560; Queensland, 4,300; Nyasaland, 4,000; Iraq, 3,000; Kenya Colony, 1,500; Southern Rhodesia, 1,250; Fiji, 788; Malta, 507; Northern Rhodesia, 363; Ceylon, 140. These estimates do not include South Africa, a fairly large producer; the British West Indies, which usually produces from 4,000 to 6,000 bales; Cyprus, which had a crop in 1925-26 of 3,320 bales; and the Gold Coast, where production has made good progress since 1923-24 and in 1925-26 reached 1,218 bales.

TENDERS INVITED

New Zealand

Copies of plans and specifications have been received from Mr. Paul Sykes, Assistant Canadian Trade Commissioner at Auckland, for equipment required by the Public Works Department, Wellington, as follows:—

Waikaremoana Electric Power Scheme.—10,000 ft. .6 sq. in. 1-core cable, paper insulated lead covered; 2,400 ft. .1 sq. in. 3-core cable, paper insulated, lead covered, single wire armoured, braided and compounded overall; 200 ft. .0225 3-core cable, paper insulated, lead covered, single wire armoured, braided and compounded overall; 175 ft. .1 sq. in. 1-core cable, paper insulated, lead covered. Tenders close November 29.

Waikato Electric Power Supply.—8 single phase 500 k.v.a. transformers and accessories. Tenders close October 4.

These specifications are open for inspection at the Department of Trade and Commerce, Ottawa. Tenders should be addressed to the Secretary, Public Works Supplies and Tenders Committee, Wellington, in accordance with these specifications.

FOREIGN EXCHANGE QUOTATIONS FOR THE WEEK ENDING AUGUST 15, 1927

The Foreign Exchange Department of the Bank of Montreal has furnished the following statement of the nominal closing quotations for all the principal exchanges for the week ending August 15, 1927. Those for the week ending August 8, 1927, are also given for the sake of comparison.

Country	Monetary Unit	Parity	Week Ending August 8, 1927	Week Ending August 15, 1927
Britain	£	\$4.86 $\frac{3}{4}$	\$4.8667	\$4.8627
Belgium	Belga	.1390	.1392	.1391
Czecho-Slovakia	Crown	.20263	.0296	.0296
Finland	Mark	.0252	.0252	.0252
France	Fr.	.1930	.0392	.0392
Holland	Florin	.4020	.4013	.4008
Italy	Lire	.1930	.0545	.0544
Spain	Pes.	.1930	.1687	.1688
Portugal	Esc.	1.0805	.0510	.0505
Switzerland	Fr.	.1930	.1931	.1928
Germany	Reichs Mk.	.2382	.2382	.2377
Greece	Dr.	.1930	.0131	.0132
Norway	Kr.	.2680	.2588	.2605
Sweden	Kr.	.2680	.2684	.2683
Denmark	Kr.	.2680	.2683	.2679
Austria	Schilling	.1407	.1412	.1412
Japan	Yen	.4985	.4731	.4731
Siam	Tical	.3709	.4500	.4500
India	Rupee	.3650	.3625	.3625
United States	\$	1.0000	1.0012	1.0009
Mexico . . . . .	\$	.4985	.4730	.4750
Argentine Rep.	Peso (Paper)	.4244	.4250	.4268
Brazil	Mil.	.5462	.1187	.1187
Jamaica	£	4.86 $\frac{3}{4}$	4.8500	4.8600
British Guiana	\$	1.0000	1.00 $\frac{1}{2}$ —1.01 $\frac{3}{4}$	1.00 $\frac{3}{8}$ —1.01 $\frac{5}{8}$
Barbados	\$			
Trinidad	\$			
Dominica	\$			
St. Kitts	\$			
Grenada	\$			
St. Vincent	\$	1.0000	1.00 $\frac{1}{2}$ —1.01 $\frac{3}{4}$	1.00 $\frac{3}{8}$ —1.01 $\frac{5}{8}$
Tobago	\$			
China	Tael	.5981	.5981	.6050
Batavia, Java	Guilder	.4020	.4006	.4005
Pern	Libra	4.8665	3.7350	3.7500
Singapore, Str. Settlement . . . . .	\$	.5678	.5612	.5612

TRADE INQUIRIES FOR CANADIAN PRODUCTS

Since the publication of the last *Commercial Intelligence Journal* there have been received the following inquiries for Canadian products. The names of the firms making these inquiries, with their addresses, can be obtained only by those specially interested in the respective commodities upon application to: "THE COMMERCIAL INTELLIGENCE BRANCH OF THE DEPARTMENT OF TRADE AND COMMERCE, OTTAWA," OR THE BOARDS OF TRADE AT ST. JOHN, HALIFAX, QUEBEC, SHERBROOKE, MONTREAL, TORONTO, WOODSTOCK, ST. MARY'S (ONT.), PORTAGE LA PRAIRIE, ST. BONIFACE (MAN.), WINNIPEG, VANCOUVER, NEW WESTMINSTER, AND PRINCE RUPERT; THE CHAMBERS OF COMMERCE AT BELLEVILLE, PETERBOROUGH, HAMILTON, ST. CATHARINES, STRATFORD, BRANTFORD, LONDON, ST. THOMAS, SARNIA, AND VICTORIA (B.C.); THE CHAMBRE DE COMMERCE, DISTRICT OF MONTREAL; BORDER CHAMBER OF COMMERCE, WINDSOR; THE CANADIAN MANUFACTURERS' ASSOCIATION OFFICES AT TORONTO, MONTREAL, WINNIPEG, EDMONTON, VANCOUVER, AND VICTORIA; AND THE KITCHENER AND WATERLOO MANUFACTURERS' ASSOCIATION, KITCHENER (ONT.).

Foodstuffs

718. DAIRY BUTTER.—A firm of general and commission merchants in Port of Spain, Trinidad, with representation throughout the British West Indies are desirous of representing Canadian exporters of dairy butter.

719. CONDENSED MILK.—A firm of general and commission merchants in Port of Spain, Trinidad, with representation throughout the British West Indies are desirous of representing Canadian exporters of condensed milk.

720. CANNED GOODS.—A Hamburg firm seek the representation of a Canadian firm of packers of all kinds of provisions suitable for shipment to the Far East, Africa and South America.

721. POTATO SYRUP.—Dutch firm desire offers of potato syrup in barrels of 150 and 300 kilos, 15 to 20 per cent polarization.

722. CORN STARCH.—Dutch firm in North Holland desire offers c.i.f. Amsterdam on corn starch.

723. SOFT SUGAR (BROWN, No. 10).—Importer in North Netherlands, desires connection with Canadian sugar mill to purchase 15 to 20 kilo tons per month.

724. GRANULATED SUGAR.—A commission agent in Port of Spain, Trinidad, with representation in Barbados and British Guiana, is desirous of making connections with a Canadian exporter of granulated sugar.

725. CONFECTIONERY.—A firm of commission agents in Bridgetown, Barbados, desire to be placed in touch with Canadian exporters of penny marshmellow shapes, hard candies, etc., in bulk.

726. PACKING-HOUSE PRODUCTS.—A firm of general and commission merchants in Port of Spain, Trinidad, with representation throughout the British West Indies, are desirous of representing Canadian manufacturers of packing house products.

727. HORSEMEAT (SALTED).—A Rotterdam importer desires to hear from large Canadian packers willing to undertake shipments.

728. SPLIT PEAS.—Commission agent in Port of Spain, Trinidad, with representation in Barbados and British Guiana, is desirous of making connections with a Canadian exporter of split peas.

729. FLOUR.—A firm of agents in Bridgetown, Barbados, desire to be placed in touch with Canadian exporters of flour, who can supply *Extra Family*, *Family*, *Extra Super* and *Super* grades; as well as rolled oats in barrels, barley, scratch grain, etc.

730. GRAIN AND FLOUR.—Canadian exporters of grain and flour are requested to communicate with a firm in Santa Cruz de Tenerife, Canary Islands.

731. EXTRA FLOURS.—A firm of general and commission merchants in Port of Spain, Trinidad, with representation throughout the British West Indies are desirous of representing Canadian manufacturers of extra flours.

Miscellaneous

732. FISHMEAL.—A Hamburg firm wish to form a connection with a Canadian exporter of fine quality fish meal.

733. FISHMEAL.—A Hamburg firm buying for their own account wish to get into touch with Canadian exporters of fishmeal.

734. OILMEAL.—A commission agent in Port of Spain, Trinidad, with representation in Barbados and British Guiana, is desirous of making connections with a Canadian exporter of oil meal.

735. GENERAL EXPORTERS.—A firm of commission agents in Bridgetown, Barbados, desire to be placed in touch with Canadian exporters of hay, oats, oilmeal, cattle foods, etc.

736. HAY.—A commission agent in Port of Spain, Trinidad, with representation in Barbados and British Guiana, is desirous of making connections with a Canadian exporter of hay.

737. OATS.—A commission agent in Port of Spain, Trinidad, with representation in Barbados and British Guiana, is desirous of making connections with a Canadian exporter of oats.

738. WHEAT AND RYE.—An old-established firm in Oslo, Norway, representing several foreign firms of importance, are desirous of forming connections with Canadian exporters of wheat and rye.

739. CRUDE DRUGS.—A Hamburg firm are desirous of forming a connection with a Canadian exporter of cascara, senega root and Canada balsam.

740. FANCY PIECE AND DRESS GOODS, HATS AND HOSIERIES, ETC.—A firm at Paramaribo, Dutch Guiana, are desirous of corresponding with Canadian exporters of these commodities (gentlemen's, ladies' and children's).

741. BLEACHED SULPHITES AND WOODPULPS.—Dutch firm in the paper and artificial silk trade are desirous of receiving samples and c.i.f. quotations of bleached sulphites and woodpulp.

742. NEWSPRINT.—Dutch agent desires to establish connections with Canadian exporters of newsprint.

743. PAPER.—A firm of commission agents in Bridgetown, Barbados, desire to be placed in touch with Canadian exporters of paper, which includes kraft, coloured and other wrapping papers.

744. ROPE.—A firm of general and commission merchants in Port of Spain, Trinidad, with representation throughout the British West Indies, are desirous of representing Canadian manufacturers of rope.

745. GALVANIZED IRON SHEETS.—A firm of general and commission merchants in Port of Spain, Trinidad, with representation throughout the British West Indies, are desirous of representing Canadian manufacturers of galvanized iron sheets.

746. NAILS AND SCREWS.—A firm of general commission merchants in Port of Spain, Trinidad, with representation throughout the British West Indies are desirous of representing Canadian manufacturers of nails and screws.

PROPOSED SAILINGS FROM CANADIAN PORTS

(The sailing dates are approximate and subject to change without notice)

From Montreal

To ANTWERP.—Canadian Trapper, Aug. 23; Canadian Raider, Sept. 2; Canadian Rancher, Sept. 12; Canadian Aviator, Sept. 22—all C.G.M.M.; Melita, Sept. 8, Bosworth, Sept. 17—both Canadian Pacific.

To AVONMOUTH.—Huronian, Aug. 27; Colonial, Sept. 10; a steamer, Sept. 17—all White Star-Dominion.

To BELFAST, LONDONDERRY, CORK AND DUBLIN.—Carrigan Head, Aug. 31; Fanad Head, Sept. 15—both Head Line.

To CARDIFF AND SWANSEA.—Canadian Commander, Aug. 26; Canadian Leader, Sept. 9; Canadian Mariner, Sept. 23—all C.G.M.M.

To DUNDEE.—Cairnglen, Thomson Line, Sept. 10.

To GLASGOW.—Metagama, Sept. 1; Marloch, Sept. 10—both Canadian Pacific; Letitia, Aug. 26; Gracia, Sept. 2; Athenia, Sept. 9—All Cunard Line.

To HULL.—Comino, Sept. 3; Bay State, Sept. 17—both Furness Line.

To LIVERPOOL.—Montcalm, Aug. 26; Minnedosa, Sept. 2; Montclare, Sept. 9; Montrose, Sept. 16—all Canadian Pacific; Doric, Aug. 20; Albertic, Aug. 27; Regina, Sept. 3; Calgaric, Sept. 7; Megantic, Sept. 10; Doric, Sept. 17—all White Star-Dominion; Moveria, Sept. 9; Andania, Sept. 16—both Cunard Line.

To LONDON.—Balfour, Aug. 27; Bothwell, Sept. 3; Bolingbroke, Sept. 10; Bosworth, Sept. 17—all Canadian Pacific; Canadian Trapper, Aug. 23; Canadian Raider, Sept. 2; Canadian Rancher, Sept. 12; Canadian Aviator, Sept. 22—all C. G. M. M.; Alania, Aug. 26; Ausonia, Sept. 2; Ascania, Sept. 16—all Cunard Line; Comino, Sept. 3; Bay State, Sept. 17—both Furness Line.

To MANCHESTER.—Manchester Division, Aug. 25; Manchester Brigade, Sept. 1—both Manchester Liners.

To NEWCASTLE AND LEITH.—Cairntorr, Aug. 27; Cairnross, Sept. 3; Cairnglen, Sept. 10—all Thomson Line.

To HAMBURG.—Scatwell, Aug. 25; Cairnvalona, Sept. 8—both Thomson Line; Golden Gate, Aug. 26; Huda County, Sept. 7—both County Line; Balfour, Canadian Pacific, Aug. 27.

To HAVRE.—Laval County, County Line, Sept. 21.

To ROTTERDAM.—Grey County, Sept. 7; Queens County, Sept. 22—both County Line.

To COPENHAGEN AND BALTIC PORTS.—Pennsylvania, Scandinavian-American Line. Sept. 15.

To ITALIAN PORTS.—Valleprato, Lloyd Mediterraneo Italian Service, Aug. 20.

To SOUTH AND WEST AFRICAN PORTS.—Cariboo, Elder Dempster Line, Sept. 15.

To MONTEVIDEO, SANTOS, BUENOS AIRES AND ROSARIO.—Moderni, Canadian South American Line, Aug. 27.

TO AUSTRALIAN PORTS.—Canadian Highlander, C.G.M.M., Sept. 10; Ribera, New Zealand SS., Aug. 24.

TO NEW ZEALAND PORTS.—Canadian Scottish, Aug. 25; Canadian Pioneer, Sept. 24—both C.G.M.M.; Ribera, New Zealand SS., Aug. 24.

TO ST. KITTS, ANTIGUA, BARBADOS, TRINIDAD AND DEMERARA.—Canadian Beaver, Aug. 25; Canadian Runner (calls at Guadeloupe) Sept. 8; Canadian Squatter, Sept. 22—all C.G.M.M.

TO BERMUDA, BAHAMAS, JAMAICA AND BRITISH HONDURAS.—Canadian Fisher, Aug. 24; Canadian Forester, Sept. 14—both C.G.M.M.

TO ST. JOHN'S Nfld. (via CHARLOTTETOWN).—Canadian Sapper, C.G.M.M., Sept. 1, Sept. 22.

TO CORNERBROOK, Nfld.—New Northland, Aug. 31, Sept. 14; Nayarit, Sept. 5, Sept. 19—both Clarke SS. Co.

From Quebec

TO ANTWERP.—Montnairn, Sept. 9; Montroyal, Sept. 9—both Canadian Pacific.

TO SOUTHAMPTON AND HAMBURG.—Montroyal, Aug. 18; Empress of France, Aug. 24, Sept. 14; Empress of Australia, Aug. 31; Empress of Scotland, Sept. 14—all Canadian Pacific.

From St. John

TO ST. JOHN'S, Nfld.—Magna, Newfoundland-Canada Traders, Aug. 27.

TO BERMUDA, ST. KITTS, ANTIGUA, MONTSERRAT, DOMINICA, ST. LUCIA, BARBADOS, ST. VINCENT, TRINIDAD AND DEMERARA.—Canadian Skirmisher, Aug. 27; Canadian Carrier, Sept. 10—both C.G.M.M.; Adolf Bratt, Aug. 24; Ottar, Sept. 7—both Pickford & Black.

From Halifax

TO BORDEAUX AND VIGO (SPAIN).—Roussillon, French Line, Sept. 5.

TO LIVERPOOL.—Nova Scotia, Sept. 3; Newfoundland, Sept. 21—both Furness, Withy.

TO ST. JOHN'S Nfld.—Nova Scotia, Sept. 3; Newfoundland, Sept. 21—both Furness, Withy; Farnorth, Aug. 27, Sept. 6, Sept. 17; Sambro, Sept. 1—both Farquhar SS.; Silvia, Aug. 30, Sept. 13; Nerissa, Sept. 6, Sept. 20—both Red Cross Line; Magna, Newfoundland Canada Traders, Aug. 29.

TO EAST COAST NEWFOUNDLAND PORTS.—Sambro, Farquhar SS., Sept. 1; Magna, Newfoundland Canada Traders, Aug. 29.

TO SOUTH COAST NEWFOUNDLAND PORTS AND ST. PIERRE-MIQUELON.—Pro Patria, French Mail Service, Aug. 30; Sambro, Farquhar SS., Sept. 1.

TO BERMUDA, ST. KITTS, NEVIS, ANTIGUA, MONTSERRAT, DOMINICA, ST. LUCIA, BARBADOS, ST. VINCENT, GRENADA, TRINIDAD AND DEMERARA.—Canadian Volunteer, Aug. 26; Canadian Skirmisher, Sept. 9—both C.G.M.M.; Adolf Bratt, Sept. 1; Ottar, Sept. 15—both Pickford and Black.

TO SANTIAGO (CUBA) AND KINGSTON (JAMAICA).—Andalusia, Aug. 24 and Sept. 21; Caledonia, Sept. 7—both Pickford and Black.

From Vancouver

TO YOKOHAMA, KOBE, NAGASAKI, SHANGHAI, HONG KONG AND MANILA.—Empress of Canada, Sept. 1; Empress of Russia, Sept. 22—both Canadian Pacific.

TO YOKOHAMA, KOBE, MOJI AND SHANGHAI.—Alabama Maru, Aug. 18; Arabia, Maru, Aug. 27—both Osaka Shosen Kaisha.

TO YOKOHAMA, KOBE AND HONG KONG.—Tyndareus, Blue Funnel, Sept. 6.

TO YOKOHAMA, KOBE, MIKE AND HONG KONG.—Protesilaus, Sept. 27; Talthybius, Oct. 18—both Blue Funnel.

TO HONOLULU, SUVA, AUCLAND AND SYDNEY.—Niagara, Aug. 24; Aorangi, Sept. 21—both Canadian-Australasian Service.

TO MELBOURNE, SYDNEY AND BISBANE.—West Conob, American-Australian-Orient Line, Aug. 27.

TO AUCLAND, WELLINGTON, LYTTELTON AND DUNEDIN.—West Nivaria, American-Australian-Orient Line, Aug. 22.

TO MANCHESTER.—Northwestern Miller, Sept. 4; Southwestern Miller, Sept. 18—both Furness Pacific Line.

TO WEST COAST UNITED KINGDOM PORTS.—Canadian Spinner, C.G.M.M., Sept. 14.

TO MARSEILLES, BARCELONA, GENOA, LEGHORN, NAPLES, VENICE AND TRIESTE.—Cellina, Navigazione Libera Triestina, Sept. 14.

TO HAVRE, ANTWERP AND BORDEAUX.—La Marseillaise, Aug. 29; Arizona, Sept. 8—both Cie Gle. Transatlantique.

TO LIVERPOOL, SOUTHAMPTON, LONDON AND ROTTERDAM.—Loch Katrine, Aug. 27; Nichteroy, Sept. 9; Dinteldyk, Sept. 23—all North Pacific Line.

TO GLASGOW, HAMBURG, ROTTERDAM AND ANTWERP.—Kinderdyk, Aug. 23; Grootendyk, Sept. 13—both North Pacific Coast Line.

TO KINGSTON, JAMAICA.—Canadian Spinner, C.G.M.M., Sept. 14.

TO PORT OF SPAIN (TRINIDAD), BRIDGETOWN (BARBADOS), AND GUADELOUPE.—Fordefjord, Canadian Transport Co., Aug. 25.

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CANADA'S EXPORTS TO SOUTH AFRICA IN 1926

TRADE COMMISSIONER G. R. STEVENS

[This is the concluding report in a series of four on the trade of South Africa during 1926 by Mr. Stevens. The first (published in No. 1227) dealt generally with trade and industry and particularly with exports; the second (in No. 1228) with imports by groups of commodities; and the third (in No. 1229) with imports by countries.]

Canadian exports to South Africa have been distributed as follows during the past two years:—

	1926	1925	Increase or Decrease
Foodstuffs	£ 527,994	£ 478,164	+£ 49,830
Beverages	532	515	+ 17
Textile products	30,035	40,697	— 10,662
Metal goods, machinery, vehicles . .	649,883	979,348	— 229,465
Minerals, earthenware glassware . .	15,087	10,436	+ 4,741
Oils, paints, varnishes	5,033	5,362	— 229
Drugs, chemicals, fertilizers	79,329	31,813	+ 34,516
Leather and rubber goods	274,023	217,887	+ 56,136
Wood and wood products	139,073	95,672	+ 34,401
Books, paper, paper products	242,588	196,685	+ 45,903
Miscellaneous	112,922	124,423	— 11,551
Total	£2,073,499	£2,180,962	—£107,463

In comparison with the total South African imports in these classes, Canada has done particularly well in foodstuffs, as is shown by an increase of 10.4 per cent in comparison with a decrease of approximately the same percentage from

all suppliers. In metal goods, machinery, and vehicles, however, she has fared much worse than the average, losing 23 per cent of her trade in this class, while South African metal goods imports increased by 13 per cent. In the remainder of the classes, barring paper, the Canadian increases were roughly analogous to those of the total imports. In papers, the Canadian improvement was considerably better than the average of all suppliers.

There are factors, however, which tend to make the Canadian statistics misleading. The loss in metal goods, which gives Canada a reduced volume of trade for 1926, is entirely due to a decline in shipments of motor cars. In this item Canadian trade decreased by not less than £336,608 during the year. In 1925 the automotive exports comprised 32.2 per cent of all Canadian exports to this market; in 1926 they only amounted to 17.8 per cent. Omitting the motor car items, Canadian exports to South Africa increased by approximately 10 per cent over the former year. Because of the opening of assembly plants in South Africa, the loss of the motor car trade was inevitable, and while it affects the figures adversely at present, the increases in other metal goods items have been encouraging, and the motor car losses are rendered less serious.

To illustrate the trend of Canadian trade in South Africa, in 1923 87 per cent of the trade was in the following lines, which are arranged in the order of their importance: motor cars, wheat, papers, flour, timbers, tires and tubes, agricultural implements and machinery, condensed milk, fencing, canned fish, white lead, oatmeal, binding twine, and cement. Of these items eight remain in 1926 as of first importance, and a comparison of the relative position of such items after four years may be interesting:—

	1926 £	Percentage of Total Trade	1923 £	Percentage of Total Trade
Motor cars and parts	367,615	17.7	786,952	43.1
Wheat	271,545	13.0	190,806	10.5
Papers	232,160	11.2	141,017	7.7
Tires and tubes	217,426	10.4	62,008	3.4
Agricultural implements. . .	200,726	9.9	61,540	3.4
Flour	105,591	5.0	106,608	5.8
Timber	86,882	4.2	50,438	2.2
Tinned fish	71,879	3.4	22,433	1.2

Of the other commodities enumerated above as of first importance in 1923, the trade in condensed milk has declined steadily before local and Continental competition. The imports of oatmeal have dwindled because of heavy protection and differential rail rates in favour of domestic manufactures. The sales of Canadian fencing have completely disappeared. Canadian cement is out of the market at present through dumping duties. The white lead trade has been unfortunate of late years. On account of the failure of last year's crop, the imports of binding twine were cut in two. To replace these commodities, a number of other Canadian lines are now being imported in quantities which only make them second to the eight main imports. These are confectionery—a steadily growing business; tubes and piping—the most successful of Canadian metal goods products; electrical accessories, particularly stoves and ranges; canvas footwear; refrigerators; and tools and implements.

The above statistics show a steadily broadening market for Canadian goods, and it is really remarkable how rapidly the loss of the automotive trade, which comprised upwards of half of Canadian exports to this market in 1923, is being repaired by increases in other commodities. All the principal trades show a greater diversity of commodity. It seems probable that the Canadian range of products now regularly marketed in South Africa is at least twice as great as that offered before the European war.

FOODSTUFFS

The improvement in the Canadian figures in foodstuffs is entirely due to the increased imports of wheat. Whereas the imports of wheats from all sources

declined by nearly 35 per cent (due, as has been explained previously, to a good crop in South Africa, and a dumping duty upon Australian grains), the Canadian imports were approximately 6,000 tons greater than in the previous year. Canada can rely upon a steadily growing business in hard wheat, as South African millers are using more wheat and less flour for improving their blends, due to the improved market for cereal offal in South Africa.

The imports of Canadian flour went up by about 5 per cent in value and by almost 25 per cent in volume. The volume, however, was not as great as in 1924. The figures for the year are satisfactory, representing a moderate gain.

Among other principal food products, the Canadian trade in sausage casings declined in favour of the United States. The Canadian share of this business during 1925 was apparently greater than could be maintained. It is interesting to note that this is one of the few commodities in which there is a reciprocal trade between Canada and South Africa, as the Union ships a considerable quantity of sheep casings to Canada each year.

In rolled oats and oatmeal there was a slight falling off during 1926. The direct sale of this product to the South African consumer is becoming more and more difficult due to differential rail rates in favour of domestic manufactures. At the present time, Canadian rolled oats pay over ten times the railage to interior points that the local products pay. The bulk of Canadian oats which are now imported are packed by South African millers and sold under their own brands.

During 1925, Canada more than doubled her trade in cheese, due to the development of the demand for kraft and similar pasteurized cheeses. Unfortunately the market was oversold towards the end of the year, and this glut will probably affect the Canadian figures for 1927. It is worth noticing that, following the appearance of the Canadian kraft cheese in a five-pound loaf on this market, imitations of South African and Dutch origin followed, neither very satisfactory.

The Canadian confectionery business expanded considerably during 1926, and is becoming one of the best known and most valuable single trades. A number of new Canadian manufacturers entered the market with varying success, but in time they will all establish themselves. In spite of the very high duties upon imported confectionery, Canadian chocolates have made a name for themselves which ensures them a growing volume of business. In packing, appearance and flavour they are regarded as predominant, and the Continental novelty confectionery, which held a portion of this market before the war, is quite unable to compete with Canadian offerings.

The large increase in tinned fish arose from a greater supply of chum salmon being available than in the former year. This market does not buy the best type of salmon, and in some seasons the chum and pink packs are sufficiently short to limit the available supply. However, last year was Canada's best since the war in this product. Included in the tinned fish figures is a growing volume of Canadian sardines, which are becoming a staple demand, particularly in the country districts.

In condensed milk the outlook is depressing. Large factories are being built in South Africa, for whom additional tariff protection is forthcoming. The trade in this commodity, to a greater degree than ever, is being controlled by combines, and such business as Canada secures is allotted to her by principals with factories in all parts of the world. There is, however, an interesting growth in sales of Canadian milk powder, although these are of small dimensions at present.

BEVERAGES AND TOBACCOS

There is no Canadian business of importance in these classes. There is little or no market for rye whiskey, which is the only Canadian beverage offered.

In beers and table waters, English and Continental competition is too strong. The same is true of tobacco. In the course of investigations conducted last year upon behalf of a Canadian tobacco manufacturer, it was discovered that the duties prohibited the importation of any but the cheapest and the most expensive tobacco products.

TEXTILES AND TEXTILE PRODUCTS

During an investigation last year upon behalf of a Canadian manufacturer of ready-made clothing, it was discovered that there is a small market for men's better-class ready-mades of the type which is manufactured in Canada. It is very questionable, however, if Canadian firms will ever be able to compete with British offerings. It would be necessary to turn out a suit at well under \$10 each. At present the range of British ready-mades begins at 10s. (\$2.43) f.o.b. and goes up to approximately 55s. (\$13.38), where local tailoring interrupts this trade. It may be taken that it will cost 50 per cent on the f.o.b. value to land and to sell ready-made clothing.

The same situation prevails in the women's ready-made outerwear trades. A range of frocks and morning dresses was sent out from a Canadian manufacturer, and was found to be quite non-competitive because—(a) the Canadian manufacturer could not supply sufficient assortments; (b) the buyers for South African firms are able to pick up cheap lots of women's ready-mades in London at the ends of seasons at prices far below anything offering in the ordinary course of trade.

A Canadian firm is making progress in felt hats, and one manufacturer continues to send corsets to this market.

In hosiery, Canada had an unfortunate year during 1926, losing ground to Great Britain and the Continent upon the cheaper ranges, and to the United States in better-class hosiery. Considerable losses occurred in one instance through shades going out of fashion while heavy stocks were being carried in South Africa.

The steady Canadian business in cotton singlets for native wear improved during the past year owing to the appointment of representatives by one or two manufacturers who hitherto had not sold in South Africa. It is curious that Canada seems to be able to retain this fleecy underwear business, even when she is entirely out of the market in kindred lines.

Among industrial textiles, Canadian sales of binder twine decreased by approximately 50 per cent, due to the short cereal crops. This decrease was shared in similar degree by all suppliers.

METAL MANUFACTURES, MACHINERY, VEHICLES

The agricultural implements business for the year was satisfactory, although no great progress was made. The imports of binders, reapers and mowers were only half those of the previous year, and Canada shared in the decline. On the other hand, the imports of Canadian plows, which is the most important section of this trade, were very satisfactory, as the Dominion was the only principal supplier which improved its position to any extent. A start was likewise made upon threshing machines, a trade which in the past has been more or less a British monopoly. (It had always been considered that only the British machines suited South African conditions.) In minor types of agricultural equipment progress was well maintained. After considerable difficulties one or two manufacturers made a beginning in the supply of small petrol farm engines, a trade which in the past has been monopolized by Great Britain.

In water pumps the Dominion only obtains a small portion of the business. Canadian goods are well liked, however, and during 1926 the share was almost doubled. Unfortunately success with pumps does not extend to windmills, these constituting only about 1 per cent of all imports. Numerous unsuccessful efforts have been made to increase this business.

Among general steel and iron items, the Canadian business in bars, bolts and rods improved slightly. The share, however, which Canada enjoys is negligible. Repeated efforts were made during the year to introduce Canadian drill steel, a very large demand which is now shared by Great Britain and Sweden. It was found quite impossible for the Canadian firm in question to compete, British prices being about 40 per cent under Canadian offers. In all rough shapes and fabrications, the Dominion was equally out of the market.

One of the most successful items of the year, however, was Canadian pipes and tubing. This business quadrupled, and now reaches very respectable figures. It is one of the bright spots of the Canadian trade in metal goods.

Another valuable trade in which some progress was made was in fencing standards and droppers. Owing to the Belgian strike, a special Canadian steel standard was put on the market. Although its cost was considerably greater than that of the Belgian standards, it was favourably received on the strength of special advantages. In so far as other fencing is concerned, the Dominion has disappeared from the market.

Among tools and implements, business has increased considerably in mining shovels. This is a well-established trade of long standing, and Canadian shovels command a regular share of the Rand business.

Among mechanics' tools, Canadian hammers and saws, although only about 3 per cent of the total, are growing in favour in both cheap and quality lines.

Canadian hay forks and hoes, and other agricultural hand tools, are in favour, and this business was satisfactory for the year. More lawn mowers came forward than in any previous year. It is regrettable, however, that in the bulk lines, such as axes, Swedish competition was too strong, and in Kaffir hoes and pickaxes, Birmingham was unapproachable.

In small builders' hardware, Canadian nails and similar products are remembered from the war years, and inquiries were often received for them. Unfortunately Canadian prices were too far out to make orders feasible.

Among electrical supplies, marked progress was made in electric ranges during the year under review, as well as in a variety of other accessories, particularly cables, meters and small domestic appliances. Canada was unable, however, to better her position in the large lantern trade, which divided between Germany, Great Britain, and the United States.

Canadian radio equipment could not be sold, although many lines were offered through this office. The market was very much overstocked.

The situation with reference to motor cars has already been commented upon. In 1923 Canada supplied approximately 50 per cent of all South Africa's motor cars, and in 1926 these figures had declined to approximately 12 per cent by numbers and 8 per cent by value. This decrease is due to factors over which the Canadian manufacturer had no control. In the case of a large portion of this loss, however, the business has been transferred from the Canadian factory to its own branch in South Africa, and the trade thus remains in Canadian hands.

No improvement was made in the sale of Canadian bicycles, the only business obtained being a few orders for children's triecycles. In the case of wheelbarrows, the business fell off considerably owing to the imposition of a dumping duty. A canvass upon behalf of a Canadian manufacturer of wheelbarrows elicited the information that local supplies were now considered to be satisfactory. Hence it is probable that a large proportion of this once important trade is permanently lost.

MINERALS, EARTHENWARE, GLASSWARE

Canadian trade in this class is limited to two items. The increase occurred through the raising of the dumping duty upon cement for a few months last

year. During those months approximately £4,000 worth of Canadian cement (or practically the entire increase) was imported. The dumping duty was re-imposed shortly afterwards and again the market was cut off.

The only other item under this head in which the Canadian trade is of any particular importance is that of glass bottles, in which Canadian business increased slightly during 1926. Unfortunately, Continental and British competition in all glass containers is becoming increasingly severe.

OILS, PAINTS, VARNISHES

In the paints and varnish trade the few Canadian firms who are active are holding their own with difficulty. The imports of Canadian ready-mixed paints did increase somewhat during the year, but the total volume of business is still negligible. Sales of white lead—an item in which Canada was formerly very strong and in which she enjoys a preference—have dwindled in the face of British and Dutch competition. It is to be regretted that the excellent quality of Canadian white lead has been challenged on one or two occasions during the past year, and this circumstance has had a detrimental effect upon the sales.

In varnishes, Canadian products hold their own fairly well, and a few special varnishes are well known in this market. The trade nevertheless is overwhelmingly British and American. Canadian goods make an impression in a few items only.

DRUGS, CHEMICALS, FERTILIZERS

The large improvement shown under this class is misleading; 85 per cent of the Canadian business is in the single item of cyanide. During 1926, Canadian sales of this chemical increased heavily at Great Britain's expense. Canada sells no other heavy chemical of any importance, nor is she active in the fine chemicals trade to any extent.

Fertilizers and fertilizer constituents comprise the most important import in this class and Canada does not offer these.

LEATHER AND RUBBER PRODUCTS

In spite of the considerable increase in the imports of leather footwear, Canada has been unable to obtain an entry into this market. One Canadian firm went to considerable trouble and expense in an endeavour to introduce their boots and shoes, and while the goods in question were attractive and seemed to be favourably priced, a comparison of values showed Great Britain to be able to offer approximately the same article at a 15 per cent to 20 per cent better price. The only leather item in which Canada made any progress was in moccasin slippers. A small business was developed by two or three Canadian manufacturers in this line.

In canvas shoes, however, the Canadian product continued to make progress and in 1926 divided the market with Great Britain, having about three times as much business as the United States. The competition is really for the trade which the United States still holds, as British plimsols do not compete directly with the Canadian product. The increased sale of this footwear was one of the encouraging features of last year.

In raw leathers Canadian business has been steadily on the decline for some time, and last year severe losses were encountered in patent leathers, which was the only remaining department in which Canada had retained her former position. This business seems to be passing very rapidly to Germany. During investigation of the requirements of the boot and shoe manufacturers at Port Elizabeth last August, the quality of the Canadian leathers was admitted, but the variety of German specialty leathers was stated to have brought them into pronounced favour. It is curious to note, however, that while Canada

has lost her leather trade, Australia has been able to retain the majority of her business, and in some instances to increase her share.

Among rubber products, Canada is now the predominant supplier of motor car tyres, having displaced Great Britain for the first time in recent years. She is likewise challenging Great Britain in motor tyre tubes. The latter country, however, enjoys the bulk of the market in every other type of tyre. The second important Canadian rubber business is in garden hose, and air hose, for use in the mines. In these items Canadian sales have grown from year to year.

Although classified as "miscellaneous" in the trade returns, the Canadian business in rubber belting might be noted under this head. A number of Canadian transmission and conveyor beltings are popular in South Africa, and their sale increased somewhat during 1926.

WOOD AND WOOD PRODUCTS

The feature of 1926 in the timber trade was the endeavour of British Columbia to share the valuable Oregon (Douglas fir) business, which the United States now possesses. The effort was only partially successful. The problem of ocean transport must be solved before Canada can obtain any pronounced share of this business. However, viewing Canada's timber trade in this market as a whole, substantial increases were registered both in pine and other timbers. The future of Canadian lumber is bright.

Canadian flooring increased its hold upon this market. It has been discovered that maple is not greatly more expensive than pine, and it is rapidly becoming popular. If no greater duty is imposed upon imported flooring, marked success may be foreseen, as the architects are beginning regularly to specify maple flooring.

In pulp boards and other wall boards there was a slight loss for the year. Canada, however, has all the business that there is in this line. An endeavour was made to have the duty raised in the interests of a local manufacturer, but without success. In addition to ordinary pulp board, Canadian plaster board appeared during the year and was well liked.

No progress has been made in the large box shoo trade. Swedish prices throughout the year were far below any Canadian offers. It had been hoped to do something in fir shooks from the Pacific Coast, but here likewise the question of transport intervened, and no business could be booked. A beginning was made, however, in Canadian fruit baskets, one or two types of which have been authorized by the Export Control Board, and for which an increased demand may be anticipated. A Canadian wire-bound box (of veneer woods) was introduced.

In brushware the Canadian trade grows steadily. In some types of brushes, notably paint brushes and the cheaper toilet ranges, the Canadian article is consolidating its position.

There was little change in the furniture trades during 1926. Canada has always been the predominant supplier of kitchen chairs, and her business increased considerably. The trade, however, is being affected by local competition. Due to heavy duties, all other furniture lines are being imported in smaller quantities, and little can be expected from such items in future.

In handles, Canada did rather better than in the past. On the other hand, in wheel stock the United States gained considerably at Canadian expense. This trade fluctuates from year to year, but on an average it is fairly evenly divided between the United States and Canada. No progress was made in ply woods, nor in sleepers.

PAPER AND PAPER PRODUCTS

In newsprint reels Canadian business was up by about 35 per cent. The figures for all her competitors were practically stationary. A slight increase

was made in flat newsprint, although there was less imported from all sources than in previous years. Some ground was lost to Great Britain and Germany in miscellaneous printing papers.

In cardboard boxes, cardboard and strawboard, the business was not greatly different from the previous year. A small increase in imports of Canadian cardboard occurred, but the figures are small in comparison with the amounts supplied by Great Britain, Sweden, and Holland. The imports of paper boxes were negligible.

In wrapping papers Canada and Sweden both made limited progress. Towards the end of the year, however, Canadian supplies of kraft paper were curtailed as the exporting mills were oversold in tonnage. This circumstance accounts for the failure of Canadian wrapping papers to show greater progress.

In wallpapers Canada slightly improved her position, but her trade in this item is still unimportant, due to the intensity of the competition of the British combine. The same is true in stationery, which, in spite of almost prohibitive duties, remains a very large British business.

JEWELLERY, FANCY GOODS, MUSICAL INSTRUMENTS

Canada had no jewellery business, and her trade in musical instruments is limited. She did not improve her small gramophone exports in spite of the boom in these instruments in South Africa. A portable instrument of the type which this market requires is not made in the Dominion, and prices on other types seem to be far above British quotations.

A small business was done in Canadian records, but the Canadian product was caught between the high-class trade marked record and the very cheap reprints.

The Canadian piano business, however, improved encouragingly, and it seems probable that these instruments will command a wider sale in South Africa in the future. The figures for the small church organs, a steady Canadian trade, were slightly less than in the former year.

EFFECT OF PREFERENCE UPON BRITISH EMPIRE TRADE

It will be remembered that Great Britain and the various dominions enjoy a small measure of tariff preference in South Africa, and it may be interesting to note the effects of such preference. Out of a tariff of 374 items, Great Britain enjoys preferential treatment upon twenty-three important items, Canada upon twelve, and New Zealand upon five. (Preferences between Australia and South Africa have been mutually cancelled.) In addition, Great Britain *per se* obtains any preferences which should be granted to any other part of the Empire or to any foreign nation.

During 1926 the amount of preferential rebates totalled £392,519 in the case of Great Britain, £34,969 in the case of Canada, £19,154 in the case of Australia, and £32 in the case of New Zealand. In the British figures a very large proportion of the total rebates was allowed in the items of cotton piece goods and machinery. Other important rebates were in galvanized sheets, motor cycles, pipes and tubing. The value of these allowances, from the point of view of obtaining business that might have been lost otherwise, is doubtful. With the exception of pipes and tubing, and perhaps some machinery lines, there has apparently been little acquisition of British trade through these small preferences.

In the case of Canadian business, the preference has served to protect Canadian exporters of newsprint, whose prices during the past year have been consistently higher than those of Swedish competitors. It has likewise led to the transfer of a certain amount of business in tires and tubes from American plants to Canadian branch factories. It may have been of some slight assistance in sales of pipes and piping, but it had very little effect upon any of the other items.

MANUFACTURE OF NEWSPRINT IN TASMANIA

TRADE COMMISSIONER D. H. ROSS

Melbourne, July 13, 1927.—In *Commercial Intelligence Journal* No. 1209 particulars appeared concerning the preliminary investigation being made with a view of manufacturing newsprint from hardwoods—of which there are extensive forests—in the states of Tasmania and Western Australia.

Experiments carried out over a protracted period by the Commonwealth Bureau of Science have convinced the strongest financial group in Australia that pulp of excellent quality—claimed to be equal to that produced from soft woods in other countries—can be made from a variety of hardwoods. The tests made have been so satisfactory that those interested have made definite progress in supplementing the laboratory results by shortly installing a small paper mill in Tasmania to demonstrate that it is commercially possible to manufacture newsprint and other papers in several districts in the Commonwealth.

The preliminary process of manufacture will closely follow that of the laboratory tests made by the Commonwealth Bureau of Science and Industry, which are stated to be somewhat similar to those successfully conducted by the Forest Products Laboratory at Madison, Wisconsin, in ascertaining that hardwoods were suitable for making pulp from which standard newsprint—of satisfactory colour—could be produced.

These tests have been closely followed by financial men all over Australia, with the result that already large areas of forest country have been taken up in Tasmania, both in the north and south portions of the island state, and the acquisition of similar suitable country in Western Australia is now under consideration.

THE FIRST PULP MILL IN THE COMMONWEALTH

The site of the preliminary pulp plant is at Geeveston—some 40 miles from Hobart—in a district famous for its hardwood timber. A small paper plant is to be shipped from England this month, which, with a pulp-making plant, will be installed in the mill.

If further experience of the initial plant demonstrates the success of the industry, it is proposed to erect a mill with a capacity of 100 tons of newsprint a day, besides which the manufacture of other paper will be undertaken. The State hydro-electric power will be available, and it is anticipated that the small experimental mill will be in operation in October, 1927.

TASMANIAN GOVERNMENT CONCESSIONS TO FIRST PAPER MILL

The Tasmanian Government has passed an Act granting this company (Tasmanian Paper Proprietary Limited, with head office in Collins House, Melbourne) concessions over approximately 175,000 acres of hardwood forest land, on a 99 years' lease free of charge (except for royalties) for which the company has to pay to the Government a royalty of 2 shillings (48 cents) per cord on all pulp timber cut and 1 shilling (24 cents) for re-forestation purposes, and a further sliding scale on the company's profits exceeding 10 per cent. Within five years the company has undertaken to expend not less than £250,000 on investigation and the construction of buildings and machinery, and to provide a working capital of not less than £500,000.

CONCESSIONS TO PROPOSED SECOND PAPER MILL IN TASMANIA

In the north-west portion of Tasmania it is proposed to establish a pulp and paper plant to the promoters of which the State Government has granted certain valuable rights and concessions. To this company the Government has undertaken to guarantee the interest for fifteen years on the company's debentures to the value of £250,000. The only royalty will be 1 shilling (24

cents) a cord on timber taken from Crown land within fifteen miles of the railway. On Crown lands and on the freehold forest areas secured from the Van Dieman's Land Company (over both of which this company has timber cutting rights) there is said to be sufficient timber to make several hundred thousand tons of paper each year.

CONTINUITY OF HARDWOODS SUPPLY

It is claimed—whether accurately so or not—that a feature regarding the use of Australian hardwoods for paper mills is that the forests of Tasmania regenerate themselves to the size required for pulping purposes in less than twenty years, whereas in the northern hemisphere where soft woods are grown it takes twice that length of time for spruce and other pines to grow to the size required. It is therefore emphasized by the promoters of the two paper companies in Tasmania that the quicker growth in that State will enable the mills to constantly supply all the newsprint—and some other papers—required by the Commonwealth.

POSSIBLE BONUS ON AUSTRALIAN NEWSPRINT

Some considerable time ago application was made to the Commonwealth Government for either a substantial duty on imported newsprint or, alternatively, a bonus of an equivalent amount on production of newsprint made in Australia. When the application was made, the outlook in regard to the manufacture was so indefinite that the Government declined to commit itself in either direction, but if it is demonstrated that newsprint can be made in Tasmania, on a commercial basis, it is certain that the Tariff Board will be requested to investigate the position with a view of affording support to the industry. In 1925-26 the importations of newsprint into Australia were 104,906 long tons on reels, and 3,909 tons in sheets, to the aggregate value of £2,158,467, hence the inducement held out to establish newsprint mills within the Commonwealth.

DIFFICULTIES IN MAKING NEWSPRINT FROM HARDWOODS

While the capitalists interested in the two Tasmanian newsprint projects appear to be sanguine of the ultimate results, it is considered improbable that (even if it is commercially possible to make paper from hardwoods) Australian newsprint will be produced in sufficient quantities to supply domestic requirements for many years to come.

There are admitted difficulties in handling hardwood timber—such as its weight and that it does not float—as compared with the soft woods of Canada and Scandinavia, besides the higher cost of railway transit, as against water carriage, from the forest to the mill is a factor which apparently has not been overlooked in computing manufacturing costs.

Under all the circumstances connected with the paper production enterprises in Tasmania, it appears conclusive that imported newsprint will not be replaced on the Australian market by that of domestic production for at least a long period ahead.

AUSTRALIAN WOOL CLIP, 1926-27

TRADE COMMISSIONER D. H. ROSS

Melbourne, July 13, 1927.—On expert authority it is stated that during the past year the largest wool clip ever produced was shorn in Australia, comprising nearly 2,500,000 bales, from approximately 100,000,000 sheep. The Commonwealth, with about one-seventh of the world's sheep, produced one-third of the world's wool. It is claimed that this remarkable achievement is due to the

fact that the climate, soil, and indigenous grasses and herbage make Australia one of the best and healthiest countries for sheep, of which full advantage is taken by flock masters. Not only do Australian sheep clip more than twice as much wool as the average of other countries, but Australian wool is of a higher intrinsic value per pound than any other. Australia's industry of sheep-breeding and wool and meat production, entirely built up by private enterprise, was responsible for nearly half of the value of the total exports during the last twelve months.

Despite the enormous use of (so-called) artificial silk and artificial wool—and a record cotton crop—together with difficult finance in some countries, and with women's fashions being against the demand for wool, a record clip was purchased from Australia with confidence.

In the regular auction sales held in the various Australian states buyers from all countries, including local wool brokers purchasing on behalf of oversea woollen mills, keenly competed for the staple product of the Commonwealth.

The average price worked out at 16.91 pence per pound, as compared with the average from 1909 to 1914 of 9.56 pence per pound, and with the 1916-20 period at 16.29 pence per pound, and the 1920-27 post-war average of 17.15 pence per pound. Since the last shearing an unfavourable season has been experienced over the most of Australia, caused by drought conditions. Sheep losses have been very severe, particularly in Queensland, and to a lesser degree in all the states except Western Australia, whilst lambing will be much below the average. Obviously in a bad season sheep produce thin fleeces, which, together with the smaller number of sheep and lambs available, must result in a serious shrinkage of wool production, now estimated at from 200,000 to 300,000 bales. The view is expressed that the coming clip will show excellent quality, but with a marked reduction in the quantity of sound, bulky combing wool to be offered.

An optimistic outlook is expressed in regard to market prospects, in view of the assured shortage in production and the strength of the demand during the past twelve months when there were so many important factors against the maintenance of values.

At the same time, it is considered that wool growers are experiencing anxious times in which their returns are inadequate to reimburse them for higher costs of production, including in many instances the hand-feeding of their flocks with highly priced fodder. Still the fact remains that this staple is the most important item of primary production and, with fair seasons, it is likely to maintain its paramount position in Australian exports.

With the exception of a comparatively few odd lines, the 1926-27 Australian wool sales closed during the last week of June. Prices ruling at the final auctions realized about 5 per cent higher than the level ruling in April last. Japan and Germany were the largest buyers, followed by Yorkshire, while Russian buying, though moderate, was an interesting feature.

At the annual conference between the National Council of Australian Wool-selling Brokers and the Australian Wool-growers' Council, which was held last week in Adelaide, it was decided to open the 1927-28 selling season in Sydney on August 29, the first Adelaide sale taking place on September 9. It was estimated that the forthcoming clip—at least that portion of it to be offered in the various markets of the Commonwealth—would reach 2,250,000 bales. Of this total it is proposed to offer 1,220,000 bales before Christmas, and the balance in the New Year, an effort being made to close regular season about the middle of April.

CROPS OF ENGLAND AND WALES

TRADE COMMISSIONER HARRISON WATSON

London, August 12, 1927.—The report of the Ministry of Agriculture issued to-day states that throughout the month of July unsettled weather was experienced over the greater part of England and Wales. As a result farm work was much delayed and haymaking and the cleaning of roots and fallows are very backward. These conditions, which have continued during the first ten days of August, have been damaging to the hay crop. The weather in July, in spite of the absence of sun, was favourable generally to the growth of the cereal crops, which show considerable improvement over a month ago.

POOR YIELD OF HAY

The hay situation in the United Kingdom is for the moment of particular interest to Canada, because importers here seem to look to the Dominion for any supplies which must be imported from abroad to make up the home deficiency. Under these circumstances, it is thought advantageous to reproduce the Government report on hay in its entirety:—

The weather has been most unfavourable for the hay harvest, and much hay has been badly damaged, while a large proportion was still uncut at the end of July. Probably over the whole country less than half the hay was secured by the date of the reports. Some seeds hay was secured in good condition in June in the south, and a fair quantity of good hay was carted in the north during the fine spell at the middle of July, but otherwise the crops carted before the end of July were more or less weathered, some which lay in the fields for long periods being practically valueless. The bulk of the crop has been increased owing to the delay in cutting, although the quality will not be so good as if the hay had been secured before the seed was shed. Seeds hay is now forecasted at $25\frac{1}{2}$ cwt. per acre, and meadow hay at nearly 18 cwt. per acre over the whole country, or about 3 cwt. per acre below the ten years' average in each case. Crops are much better in the north and Wales than elsewhere. With favourable weather some good second cuts may be obtained from the fields which were mown early.

The London office continues to receive inquiries from leading importers in the South of England, and although it is pointed out that part of the present shortage may be caught up if there should be an abundant second crop, the general opinion is that imported hay will be required in many sections of the United Kingdom. In any case these importers are anxious to make arrangements with responsible Canadian exporters with a view to prompt action when the necessity arises. In furtherance of this position, the London office has been supplying hay firms, both in the United Kingdom and Canada, with all possible preliminary information, including cable addresses, codes, etc. Experts in this country continue to point out that there seems no likelihood of any abnormal quantity of hay having to be imported, and that any attempt of Canadian exporters to unduly force up prices would put a stop to business.

CEREAL CROPS PROMISING

The Ministry of Agriculture reports that the so-called corn crops are healthy in practically all cases, and as good growth was made during July, straw will not be so short as was anticipated early in the season. Crops generally, however, are backward, and the harvest will be a week later than usual. Although there have been intermittent falls of rain during the past fortnight, there has also been a considerable allowance of the sun, which was required for the ripening of the grain, and so far the outlook seems to remain favourable.

In the case of *wheat*, appearances at the end of July pointed to average or nearly average yields. Upon this basis, the yield per acre of wheat is forecasted at rather over 17 cwt., or practically the average of the past ten years, and $\frac{3}{4}$ cwt. heavier than last year.

Barley is estimated at about 15½ cwt. an acre, or ¾-cwt. above average. This is, however, ½-cwt. less than last year.

Oats made good improvement during July, and the prospective yield is about 15½ cwt. per acre, which is 1⅔ cwt. above the ten years' average.

Beans are free from blight and have podded well, the yield being forecasted at 16¾ cwt. per acre, or nearly 1½ cwt. above the average.

Peas are fairly satisfactory and the prospect is 14¾ cwt. per acre, or about 1 cwt. above the ten years' average.

The present outlook for *potatoes* is for a full average crop in practically all districts.

NORTH OF ENGLAND COMMODITY MARKETS

TRADE COMMISSIONER HARRY A. SCOTT

Liverpool, August 8, 1927.—Considering that July is normally a quiet month, there seemed to be quite a fair trade passing in a number of imported lines. Generally speaking, commercial activity throughout the North of England has continued to reflect the increased industrial production created by the large volume of orders which accumulated during last year's coal stoppage. On the other hand, the public purchasing power of this area is still considerably below average.

TIMBER

Heavy cargo shipments of New Brunswick and Nova Scotian spruce deals came forward during the past month, but consumption was also on a large scale. Forward business was very fair, but importers have been fully occupied with current arrivals which were contracted for earlier in the year. Recent cargo lots of Nova Scotian spruce have been sold at around £14 5s. per standard c.i.f. Liverpool. Dantzig wood has continued to arrive in very large quantities. Recent prices for unsorted whitewood deals from this area have averaged from £14 10s. to £14 15s. per standard c.i.f. Stocks of birch logs have been almost exhausted and fresh supplies are required. Quebec varieties of 15 inches to 16 inches average have been valued lately at around 4s. per cubic foot c.i.f., and it is reported that some shippers of Nova Scotian logs have found themselves unable to complete delivery of contracts made earlier in the year. Birch planks arrived rather freely during the month, although it is reported that a large proportion have gone into consumption and there has been a very good inquiry for 1-, 1¼-, and 1½-inch thicknesses, the available supplies of which are limited, and good prices have been paid. Extensive quantities of Douglas fir came in during July. Consumption has been moderate, but it is reported that stocks are not too heavy for the improved demand. No. 2 clear and better buyers' specifications could be purchased recently at around £23 12s. and merchantable goods for about £16 5s. For the month ending July 31, 1927, unofficial statistics of certain imports, consumption, and stock are given in comparison with the corresponding period of 1925 and 1926 as follows:—

Liverpool

		Import		Consumption		Stock	
		1926	1927	1926	1927	1926	1927
Douglas fir	..cu. ft.	59,000	224,000	79,000	49,000	199,000	363,000
Birch logs	..cu. ft.	5,000	5,000	11,000	9,000	18,000	2,000
Birch planks	..cu. ft.	47,000	102,000	44,000	62,000	141,000	225,000
Quebec yellow pine deals	..stds.	550	450	350	260	4,700	4,100
N.B. and N.S. spruce and pine	..stds.	1,550	6,350	1,280	3,460	5,000	8,370

Manchester

Douglas fir	cu. ft.	13,000	23,000	29,000	26,000	74,000	34,009
Birch logs	cu. ft.	5,000	5,000	8,000	1,000	11,000	3,009
Birch planks	cu. ft.	7,000	20,000	13,000	11,000	94,000	31,000
Spruce deals	stds.	1,100	2,370	1,490	1,230	760	2,170

GRAIN AND FLOUR

Wheat prices during July fluctuated within narrow limits and on the whole showed a decline of from 6d. to 1s. per quarter over the month. Arrivals at Liverpool have been particularly heavy and stocks in public warehouse are now larger than at any time this year—over 280,000 quarters—whilst at Manchester there has been a slight reduction. The bulk of the imports consisted of Australian and Argentine wheat. Millers have been trying lately to cut down the quantity of Manitoba wheat in their mixings on account of its relative dearth in comparison with that from other sources. Weather conditions in Europe, particularly in the northern sections, have been generally unfavourable and there is no doubt that cereal crops are backward and badly in need of sunshine. If present prospects for growing crops throughout the main wheat-producing countries are maintained, it is expected that there will be free supplies of wheat in this market during the current year, but nervousness from the possibility of serious damage to various important crops has prevented substantial declines in prices.

The flour trade was depressed throughout July. Bakers were, generally speaking, out of the market, the only substantial buyers being those who did not take advantage of the very cheap booking which the home millers offered on contract earlier in the year. Canadian export grades were on the whole non-competitive throughout, ranging from 44s. 6d. to 43s. 6d. per 280 pounds c.i.f. Liverpool. It has been reported that home millers have recently sent out contracts to bakers on the basis of 41s. ex mill and that sales have been made at as low as 40s. 6d. to important buyers. A limited trade has been done in American soft winter flour at from 42s. down to 40s. c.i.f., and also in Kansas hard winter grades at from 41s. 6d. to 40s. Australian flour, which has been steadily coming down in price since last May, was selling in restricted quantities at about 38s. 9d. towards the close of the month. The preliminary figures showing the imports of grain and flour to this area during the month of July, 1927, are as follows:—

	Wheat Quarters	Flour Sacks	Maize Quarters	Barley Quarters	Oats Quarters
Liverpool.	474,122	32,238	136,906	8,899	24,832
Hull	456,065	3,710	75,372	51,643	5,779
Manchester	174,431	5,290	32,251	1,980	2,984
Newcastle	77,274	16,064	11,651	....	8,432

BUTTER

The general consumptive demand for butter was good during July. Both Continental and Irish supplies, which were relatively cheap, were steadily absorbed throughout the month. On the other hand, New Zealand butter was difficult to sell in the north and certain quantities went into store for disposal later in the season when Irish butter falls away and production in Denmark decreases. Danish closed the month at around 164s. to 165s. per cwt. on spot, and other Northern European butters such as Finnish and Swedish were valued at from 3s. to 4s. less. Irish butter sold during the month from 146s. to 150s. One direct steamer arrival of New Zealand butter to Liverpool was sold at from 158s. to 162s. on spot. Unfortunately, no Canadian butter arrived, and the prospects are not encouraging under present conditions as the prices obtainable are not attractive to Canadian exporters.

CHEESE

On the whole, the demand for cheese last month was moderate. A direct arrival to Liverpool of New Zealand cheese about the middle of July realized from 88s. to 89s. per cwt. on spot. The offtake of Canadian cheese has been

rather quiet, with spot supplies selling early in the month at from 88s. to 90s. and later improving to around 92s. to 94s. for finest grades. Current c.i.f. offers were averaging 86s. early in July, but the main business done at these figures was not large. Towards the close some importers paid as high as 91s. to 92s. in order to keep certain stocks on hand. No further direct arrivals of New Zealand cheese are expected at Liverpool until the first week in September. The comparatively large seasonal make of Cheshire cheese, which has been selling for 8d. to 8½d. per pound at the fairs, has had a certain affect on the sale of imported cheese in the Lancashire, Yorkshire, and Cheshire areas. Imports of ordinary Canadian cheese to Liverpool during July, 1927, amounted to 13,128 boxes; 4,228 bundles and 985 cases and cartons of processed cheese also arrived during the month. From April 1, 1927, to July 31, 1927, Liverpool imports of cheese from Canada amounted to 29,706 boxes of ordinary and 13,382 bundles and 2,793 cases and cartons of processed cheese. During the corresponding period of the year previous 71,926 boxes of ordinary and 28,575 bundles and 1,235 cases and cartons of processed cheese arrived at this port.

BACON

There was a fair demand for bacon during the past month, but the prices obtainable have been very low and competition seems as keen as ever. Recent averages on spot quotations have been as follows: Canadian Wiltshires in bales, 84s. per cwt.; Danish, 87s.; Dutch, 81s.; and Swedish, 83s. Merchants have been losing money on both Canadian and American hams on account of the serious slump in prices that has taken place this season. Demand has been poor owing to lack of warm weather. Shipments have been heavy, and it is reported that certain difficulties have still to be overcome in regard to hams without borax to comply with the new Government regulations. Canadian bacon imports to Liverpool during July amounted to 3,558 cases and 3,083 bales. Total Canadian bacon imports to Liverpool from April 1, 1927, to July 31, 1927, amounted to 11,112 cases and 13,142 bales as compared with 11,690 cases and 14,773 bales during the corresponding period of the previous year. The following are unofficial estimates of the stocks of provisions in the port of Liverpool on July 30, 1927, as compared with June 30, 1927, and July 30, 1926:—

	July 30, 1927	June 30, 1927	July 30, 1926
Bacon (United States and Canadian) . . . cwt.	36,059	36,952	6,396*
Hams (United States and Canadian) . . . cwt.	23,282	22,058	783*
Shoulders (United States and Canadian) . cwt.	1,095	1,321	373*
Butter (all countries) cwt.	5,730	7,416	10,424
Cheese (full shapes) (Canadian and United States) boxes	12,495	8,391	31,511
Cheese (full shapes) (Australian and New Zealand) crates	664	690	2,013
Cheese (full shapes) (50 lbs. and under) boxes	....	59	10
Cheese (manufactured) lbs.	5,915	12,821	17,980
Lard (prime steam western) tierces	679	354	635
Lard (imported pure refined lard) in tierces, firkins or other packages . tons	3,229	2,800	2,875

* Boxes.

EGGS

During the first part of July the consumptive demand for eggs was poor and prices declined about 1s. per 120. Demand improved a little toward the end of the month, when Irish extras were being sold at around 14s. 6d. and selected for about 13s. 6d. per 120, which is about 3d. to 6d. higher than a month ago. There has been a shortage of smaller sizes for the cheaper trade, which has resulted in a good sale of Russian eggs at from 9s. to 9s. 3d. to the retail trade. Some arrivals of Russian eggs have been irregular in quality and have had to be repacked, but others have been quite satisfactory.

POULTRY

The demand for poultry has been dull lately on account of the cold wet weather, which has not helped this trade in the holiday resorts. English spring chickens have been plentiful and selling at from 1s. 2d. to 1s. 3d. per pound. United States chickens are now about finished for the season; a few lots were sold at from 1s. 2d. to 1s. 4d. per pound. American ducklings have been offering at from 1s. 1d. to 1s. 2d. per pound, but business has been limited.

FURTHER SHIPMENT OF RHODESIAN CATTLE TO ENGLAND

TRADE COMMISSIONER HARRY A. SCOTT

Liverpool, August 9, 1927.—In July, 1925, the first shipment of Rhodesian live cattle to England arrived at Birkenhead lairage. This consignment was considered in the light of an experiment and the prices realized were somewhat lower than those secured for current arrivals of Canadian cattle, while the expenses involved were considerably greater.

Another consignment of Rhodesian fat cattle has been made to Birkenhead this year. The cattle, which numbered 200, arrived at Cape Town on June 29 and were shipped from that port on July 1, arriving at Birkenhead on July 24. The shipment consisted of two-and-a-half to three-and-a-half year old Aberdeen-Angus, Herefords and Devons and arrived in good condition, only two animals being lost on the voyage.

Several of the cattle were sold the day they arrived and the balance, with the exception of some thirty beasts, were practically all disposed of within a week. The prices realized were from 8d. to 8½d. per pound deadweight. In an interview with the dealers who handled this shipment it was stated that the exporter had a good deal of difficulty in securing a steamer to handle this cargo, and as it is understood that the freight costs were in excess of the previous shipment, it is considered that the costs of transportation are too great to prove very encouraging for exporters to undertake further consignments for the present.

No Canadian cattle have arrived at either Birkenhead or Manchester since the end of April and at the present prices obtainable—namely, from 9½d. to 9¾d. per pound sinking the offal for best qualities—there is little inducement for exporters to ship.

GRAPHITE MARKET CONDITIONS IN ENGLAND

Mr. Harrison Watson, Canadian Trade Commissioner in London, in response to inquiries from Canada, writes on August 5 on the authority of a prominent importer that the prospects for the sale of Canadian flake graphite in England are not encouraging. About 75 per cent of the requirements are for crucibles, 15 per cent for electrical purposes, and 10 per cent for lubricants and packing. The crucible trade is firmly wedded to the use of Madagascar flake and is not likely to move unless there is a marked advantage in price. The electrical trade, which is very conservative, also favours Madagascar and certain varieties of Ceylon. To alter their methods would mean having extensive trials of new material, and there might be some doubt as to regularity of supplies. As in the case of crucibles, if the Canadian product could be obtained at a marked reduction it would attract attention, or if there were a cessation of shipments from Madagascar, which happened in the three months ended June, 1927. The lubricating and packing business is quite of a retail character and is hardly worth the attention of exporters.

At the present time Madagascar is prepared to ship important quantities. The price before the war for the product from that island was £18 good flake 85 per cent carbon, and on August 4 it was in the region of £25.

HARVEST PROSPECTS IN SCOTLAND

TRADE COMMISSIONER G. B. JOHNSON

Glasgow, August 9, 1927.—Harvest prospects throughout Scotland are fairly bright. The cold wet weather of early spring and summer retarded growth, but the warmer conditions of the past three weeks have brought the crops on wonderfully, and a good average yield is expected. Oats, the principal grain crop in Scotland, promise to be a heavy crop all over the country. In most districts the harvest is likely to be a fortnight later than usual in starting, but cutting should be general by the first week in September.

A considerable falling-off is reported in the acreage under wheat and barley, but these cereals are yielding fairly good results. Good hay crops have been secured in most of the earlier districts. Potatoes have done exceptionally well. Further experiments in the growing of sugar beet have met with varying success.

In particular, in view of the impression in Canada that the Scottish hay crop must necessarily be a poor one because of the English crop being poor, it is necessary to emphasize that the hay crop is a good one, the yield being about the average and the quality excellent. It is below the bumper crop of last year, but there is a large carry-over from 1926. The demand in Glasgow therefore for Canadian hay will not be of large dimensions, though there should be room for considerable shipments of the best quality at reasonable prices.

INDUSTRIAL CONDITIONS IN SCOTLAND

TRADE COMMISSIONER G. B. JOHNSON

Glasgow, August 8, 1927.—A fair number of new shipbuilding contracts have recently been reported on the Clyde. The launchings during July all over Scotland consisted of 26 vessels of 21,500 tons, making a total for the seven months of 184 vessels of 184,400 tons. The Clyde output during July consisted of 20 vessels of 20,300 tons, and the Clyde aggregate for the seven months, of 120 vessels of 165,400 tons, is the lowest, with the exception of the year 1923, for over twenty years. It is expected that there will be higher tonnages in the later months of the year.

The business on hand in the iron and steel industries is not very great, and the demand is hardly adequate to the capacity of the various works. Pig-iron business is slow and stocks are accumulating. Prices are easy.

The Belfast linen industry continues slow, although inquiries are numerous. The industry appears to be taking a good deal of interest in a new method of cutting flax by machinery. If hopes are realized, the production of flax will be facilitated, just as a century ago the application of steam power to flax-spinning brought about a revolution in linen production. If the highly expensive method of pulling flax by hand were replaced by an efficient mechanical operation the finished product might eventually become as cheap as cotton.

INQUIRIES FROM SCOTLAND AND NORTHERN IRELAND

Mr. G. B. Johnson, Canadian Trade Commissioner in Glasgow, has arrived in Canada and is about to undertake a tour of the Dominion in the interests of Canadian export trade to Scotland and Northern Ireland. Prior to leaving for Canada, Mr. Johnson received a number of inquiries from Scottish firms for connections in commodities from Canada. These include:—

Grain (particularly with a firm in the West who can do an export trade).
Cattle-feeding stuffs (including linseed cake and rice meal).
Hay.

Fish oils and animal fats and all products of oil, paint, and colour trades.
 Pilehard meal.
 Eggs.
 Quebec cheese.
 Butter and other produce.
 Oatmeal and rolled oats.
 Refined sugar.
 White peas or maple peas.
 Douglas fir, Port Orford cedar, and other British Columbia lumbers.
 Higher grades of footwear and cheap rubber-soled canvas shoes.
 Wood-pulp.
 Specialties to sell to farmers.
 Raw materials for paint, paper, rubber, textile, and linoleum manufacture.
 Sundries for the chemist, grocery, and confectionery trades.
 Sole leather.
 Asbestos spinning fibres, and asbestos millboard fibres.

Canadian firms interested in supplying to this market any of these commodities are requested to communicate with Mr. Johnson, in care of the Department of Trade and Commerce, Ottawa.

IRISH FREE STATE TOBACCO TRADE

TRADE COMMISSIONER F. W. FRASER

Dublin, August 8, 1927.—Imports into Great Britain of leaf tobacco from Canada have recently greatly increased, and these are aided by the preference granted in that market. Prior to 1924 considerable quantities of Empire, including Canadian, tobaccos were imported into the Irish Free State; but the rescinding of the British preferential tariff in that year by the Free State on unmanufactured tobacco, however, had the effect of practically excluding the Canadian-grown product.

Experiments were undertaken a few years ago by the Department of Agriculture with a view to determining whether or not tobacco could be advantageously grown by the Irish farmer under existing conditions. The experiments ended with the growing of the 1923 crop, during which year an average yield of 720 pounds per statute acre was obtained. In the following year (1924), although no direct grants were given, the excise duty on home-grown tobacco was placed at 1s. 6d. per pound less than the duty payable on all imported tobaccos; this in addition to rescinding the preference.

The cultivation of tobacco in the Free State does not appear to have been stimulated by these measures. In 1924 a total of 21½ acres was grown by 15 individuals. The season, however, was unfavourable, and the yield disappointing, less than 50 per cent of a full yield. In 1925 about 16 acres were cultivated by 18 individuals. Commenting on the results of these experiments, the General Report of the Department of Agriculture states:—

The fact that the preference in the duty of 1s. 6d. per pound over all other tobaccos has not been sufficient to effect a clearance of the old stocks and to promote the growing of tobacco may be due to (1) the variable and rather poor average quality of the tobacco on offer; (2) the high cost of rehandling; and (3) the poor market for Irish-grown tobacco.

At present there would appear to be a very limited home demand for Irish-grown tobacco. Considerable quantities of old stocks are now being offered on the London market in competition with all Empire-grown tobaccos, which are now subject to a preferential duty in British markets of only 6s. 2d. per pound, as compared with a duty of 8s. 2d. per pound levied on all foreign-grown leaf tobacco.

A considerable decline in imports is reported during the past three years in both manufactured and unmanufactured tobaccos, the figures being as follows:—

Tobacco—	1924	1925	1926
Unmanufactured	£778,000	£675,000	£513,000
Manufactured	145,000	47,000	50,000

The big drop that has taken place in imports of manufactured tobaccos is attributed to the establishment of branch factories of British companies in the Free State following the preference withdrawal.

Details of imports of unmanufactured tobacco for the past two years, with countries of origin, are as follows:—

	All Countries		Great Britain		Northern Ireland		United States	
	1925	1926	1925	1926	1925	1926	1925	1926
Stemmed.. . . .	£231,920	£153,179	£223,825	£140,644	£ 759	£4,407	£ 7,336	£ 8,128
Unstemmed	442,690	359,853	378,722	314,888	1,505	1,998	62,463	42,967

There are eleven companies engaged in the manufacture of tobacco in the Irish Free State, having a combined nominal share capital of £388,100. Exports, which are negligible, were valued at £3,968 in 1925 and £4,449 in 1926. In 1925, 15 per cent of the total tobacco imports was classed as "manufactured"; in 1926 only 9 per cent of the total imports came in in a manufactured state.

The duty on unmanufactured tobacco containing 10 pounds or more moisture in every 100 pounds is 8s. 2½d. per pound; containing less than 10 pounds of moisture in every 100 pounds, 9s. 0½d. per pound.

IMPORT TRADE OF NEW ZEALAND, CALENDAR YEAR 1926

ASSISTANT TRADE COMMISSIONER PAUL SYKES

[In the following summary, particular attention is given to those commodities in which an actual or potential trade between Canada and New Zealand now exists. References to other commodities have been limited to a bare statement of volume. Further details may be obtained from the *Statistical Report on Trade and Shipping in the Dominion of New Zealand*, on file in the Department of Trade and Commerce, Ottawa. All the statistics of imports given below are according to country of origin.]

Auckland, July 18, 1927.—The value of New Zealand's total foreign trade during the calendar year 1926 was £95,165,138, a decrease of £12,553,541 from the 1925 total of £107,718,679. The smaller total of 1926 was accounted for by a decrease in exports of £9,986,697 (1925, £55,262,272; 1926, £45,275,575) and in imports of £2,566,844 (1925, £52,456,407; 1926, £49,889,563).

DISTRIBUTION OF IMPORT TRADE BY COUNTRIES, 1925 AND 1926

The following table indicates the changes in the volume of imports from the twelve countries which during both 1925 and 1926 supplied some 95 per cent of the total imports of the Dominion. To the table may be added the statement that in the years 1925 and 1926, imports from the British Empire decreased in value from 73 per cent of the total to 68 per cent, or from £38,263,567 to £34,073,741.

Imports into New Zealand from Principal Countries, Calendar Year 1926 in £1,000

No.	Countries	1925 Value	P.C. of Total	No.	Countries	1926 Value	P.C. of Total
1	United Kingdom	£25,573	48.7	1	United Kingdom	£22,827	45.7
2	United States.. . . .	8,885	16.9	2	United States.. . . .	10,001	20.0
3	Australia.. . . .	5,249	10.0	3	Australia.. . . .	4,625	9.3
4	Canada	3,916	7.5	4	Canada	3,432	6.9
5	Fiji.	1,239	2.4	5	Fiji	893	1.8
6	France.	918	1.7	6	Ceylon	869	1.7
7	India.. . . .	912	1.7	7	India.	862	1.7
8	Ceylon	845	1.6	8	France	815	1.6
9	Japan.	694	1.3	9	Dutch East Indies. . . .	793	1.6
10	Dutch East Indies. . . .	611	1.2	10	Germany.	673	1.3
11	Germany.	500	1.0	11	Japan	582	1.2
12	Switzerland.	442	0.8	12	Belgium.. . . .	394	0.8

From the point of view of value, the most important changes in 1926 from the figure of the previous year are the decrease in imports from the United Kingdom of £2,746,000, and the increase of £1,116,000 in imports from the United States. The former resulted in the percentage of United Kingdom imports to total imports dropping from 48.7 to 45.7 and the latter in an increase from 16.9 to 20.0. The value of importations from Australia, Canada, Fiji, India (all British countries), France, and Japan, showed decreases of £600,000 or less, while those of Ceylon, the Dutch East Indies, and Germany increased slightly, or by £24,000, £183,000, and £173,000 respectively.

Developments in the trade in particular commodities with the more important countries will be found under the class headings below.

DISTRIBUTION OF IMPORT TRADE BY CLASSES, 1925 AND 1926

Class I: Foodstuffs of Animal Origin.—The commodities in this class are to a large extent those which are produced within the country and are consequently imported in quite negligible quantities, if exports and imports under the same heading are compared. The most important item of imports under the heading is that of fish preserved in tins, to very largely canned salmon. Total imports during 1925 were valued at £180,390, of which Canada contributed £118,332. Norway £29,337, the United Kingdom £19,390, and the United States £9,175. Total importations during 1926 were valued at £168,237, some £12,000 less than in the previous year; those from Canada decreased by some £7,000 to £111,090; those from Norway to £24,788; and those from the United States to £6,294, while an increase to £22,677 is shown in imports from the United Kingdom.

Sausage casings and skins to a value of £53,503 were imported during 1925. In 1926 this figure had increased to £90,737, and in both years the imports from the United States accounted for over 98 per cent of the total. It may be noted, parenthetically, that New Zealand's exports of sausage casings during 1926 amounted in value to £781,984, or over eight times the value of imports under the same classification. The imported commodity, however, differs from that exported in that the former is a pork casing and the latter a sheep casing.

Imports of rennet decreased in value from £16,550 in 1925 to £14,369 in 1926, while those of provisions n.e.i. increased from £62,071 to £84,453 (Canada £1,814 to £2,503.)

Class II: Foodstuffs of Vegetable Origin, and Common Salt.—Cocoa-butter, chocolate confectionery, canned, dried and fresh fruits, wheat and wheat flour, corn flour, rice, jams, mustard, nuts, sago and tapioca, salt, spices, raw sugar and onions are the more important items under this classification, and were each imported to the value of £20,000 or over in the years 1925 and 1926.

Imports of chocolate confectionery in plain and fancy packages decreased from £208,714 in 1925 to £191,605 in 1926. In the latter year the United Kingdom supplied £67,758 or some 35 per cent of the total; Australia, £70,162 or some 37 per cent; and Canada, £34,576 or slightly over 18 per cent. These percentages showed practically no change from those of the previous year.

The import trade in canned or bottled fruits is largely that in apricots, peaches and pineapples, in which Australia supplies the bulk of the two former, and the Straits Settlements the latter. Slightly over half the annual imports of canned pears are of Canadian origin. Dried apricots, currants, dates and raisins are brought in annually in large quantities from South Africa, Australia, Asiatic Turkey and the United States respectively. Imports of fresh apples from Canada decreased during 1926 by some 300,000 pounds and in value by some £1,500. During the latter year, however, they aggregated in value £16,874, practically 100 per cent of the total imports. Bananas and oranges made up the bulk of the other fresh fruit trade, the former being of Fijian and the latter of Australian origin.

Wheat and oats imports fluctuate very much from year to year, depending, of course, on the New Zealand crop. In 1925 and 1926 they were comparatively small. Australia and Canada are the chief sources of supply. Canada's share of the former trade increased from a value of £3,647 in 1925 to £22,768 in 1926, or from 0.5 to 4 per cent of the total. The imports of Canadian oats, however, showed a marked increase from £2,583 or some 12 per cent of the 1925 total, to £20,378 or approximately 60 per cent of the 1926 total of £34,941. Wheat flour imports increased from £124,229 to £421,326 in 1926, those from Canada increasing from £2,036 to £4,615. Australian flour makes up some 98 per cent of the annual importation; maizena and cornflour imports decreased in 1926 by some £2,000 to £48,596, but Canadian supplies increased from £7,993 to £11,764. Imports of Caadian ground oats also show a considerable increase during the latter year, viz., 1925, £5,394; 1926, £10,813.

The only other item in which Canadian goods are of importance is that of onions. The 1925 imports included Canadian onions valued at £19,706, some 52 per cent of the total. In 1926 the value increased to £27,068, or slightly over 60 per cent. In view of the importance of this class the following table showing imports of the years 1925 and 1926 is appended. Only those items imported to a value of at least £10,000, and in which Canadian goods are included, are given.

	1925		1926	
	All Countries	Canada	All Countries	Canada
Biscuits	£ 18,631	£ 37	£ 23,083	£ 80
Chocolate confectionery .	208,714	35,552	191,605	34,576
Confectionery n.e.i. . .	104,001	1,632	109,386	670
Bottled apricots	21,217	....	23,352	105
Bottled peaches.	59,553	214	45,989	258
Bottled pears	10,604	5,649	9,467	4,586
Prunes	24,329	98	30,254	....
Fresh apples.	18,709	18,543	17,128	16,874
Oats	20,209	2,583	34,941	20,378
Wheat	798,090	3,647	603,195	22,768
Bran	16,894	....	15,377	47
Wheat flour.	124,229	2,036	421,326	4,615
Maizena and cornflour. .	50,355	7,993	48,596	11,764
Ground oats	9,472	5,394	14,982	10,813
Pollard and sharps. . . .	24,780	....	30,976	3,962
Jams.	24,796	7	27,738	5
Macaroni and vermicelli .	11,540	775	13,235	827
Sauces and chutneys. . .	17,491	....	21,085	8
Salt in retail packages . .	13,344	1,083	10,573	838
Refined sugar	10,928	....	12,104	165
Dried vegetables	13,081	5,631	12,205	5,593
Onions	37,356	19,706	44,418	27,068

Class III: Beverages (Non-alcoholic) and Substances used in making the Same.—Imports under this heading amounted to some £1,000,000 in both 1925 and 1926, and in each year imports of tea accounted for over 85 per cent of the total. The following table gives sufficient indication of the trade in these commodities:

	1925		1926	
	All Countries	Canada	All Countries	Canada
Cocoa beans, uncrushed . . .	£ 39,628	....	£ 44,524	....
Cocoa and chocolate. . . .	53,661	£189	46,476	£2,174
Coffee and chicory	35,910	....	36,109	....
Lime juice, etc.	9,457	811	10,874	763
Tea	944,639	....	945,476	....
Other	1,662	133	1,299	....

Class IV: Spirits and Alcoholic Liquors.—Although the total imports under this classification aggregated over £1,000,000 in both 1925 and 1926, those from Canada amounted in value to only £94 and £168 respectively. Whisky and wines

make up the bulk of those imports and are bought in principally from the United Kingdom in the case of the former and from Australia, France and Portugal in the latter.

Class V: Tobacco and Preparations.—As in the case of Class IV, Canada shares to an insignificant extent in the import trade in tobacco and its preparations. Total imports in 1925 were valued at some £1,800,000 (Canada, £26), and in 1926 £1,700,000 (Canada, £21). The trade in cigarettes is almost exclusively in the hands of the United Kingdom. Cuba shares with the United Kingdom the bulk of the cigar business, while Australia, the United Kingdom, and the United States meet the greater part of the demand for manufactured and unmanufactured tobaccos.

Class VI: Live Animals.—Very few live animals are imported into New Zealand. Total imports during 1925 amounted in value to £49,571, and in 1926 to £53,896, those of ordinary horses making up approximately half of the annual value of imports of the class. Australia has supplied the bulk of these requirements, but a few animals and birds are brought in from Canada.

Class VII: Animal Substances not being Foodstuffs.—Glue and size, undressed hides and skins, and both greasy and scoured wool are the only items of importance in this class. The United Kingdom is credited with supplying the bulk of the demand for glue, the United States that for undressed hides, and Australia the small quantity of wool imported. Imports of undressed hides from Canada increased from £312 in 1925 to £1,828 in 1926.

Class VIII: Vegetable Substances and Non-manufactured Fibres.—The values of imports of the more important commodities included in this class, for the years 1925 and 1926, are as follows: cork, cut, £11,123 and £12,951; engineers' waste, £23,313 and £24,155; hemp, £51,308 and £43,033; kapok, £75,989 and £81,160; rosin, £20,412 and £18,872; clover seed, £38,322 and £49,295; cocksfoot seed, £43,689 and £59,264; timothy seed, £11,406 and £4,552; other grass seeds, £16,173 and £15,925; turnip seed, £23,297 and £25,604; garden seeds, £39,610 and £40,291; linseed (1926 only), £27,030; shellac, £15,260 and £15,279; starch, £12,066 and £13,175; tanning materials, £41,506 and £37,911; wood pulp, £27,754 and £35,883; jute, cotton and silk yarns, £14,771 and £75,390; miscellaneous yarns, £96,699 and £75,731.

Canada supplied £6,074 or 16 per cent of the value of imports of clover seed in 1925 and £7,162 or 15 per cent in 1926. Timothy seed imported from Canada was valued at £1,261 in 1925—some 11 per cent of the total—and at £672 in 1926, some 15 per cent of the total. Imports of garden seeds increased from a value of £244 in 1925 to £894 in 1926; those of starch decreased from £879 to £593; while wood pulp and cotton yarn (which had not been brought from Canada during 1925) showed import values of £592 and £67 in the following year.

Class IX: Apparel, Textiles and Manufactured Fibres.—The commodities included in this classification make up a large part of New Zealand's annual overseas purchases, and during recent years have aggregated over £10,000,000 per year or some 20 per cent of the total imports. The two items of outstanding importance are unenumerated ready-made clothing (1926 imports, £2,202,791) and miscellaneous cotton piece goods (1926 imports, £1,881,377), while of secondary importance are woollen piece goods, silk and artificial silk, unenumerated boots and shoes, drapery, hosiery, and carpets, all of which were imported during 1926 to a value of £450,000 or over.

The following table gives for 1925 and 1926 the values of the imports of the more important items in this class. Several items in which Canada has no share of the import trade are omitted, while a few others of less importance are included with a view to illustrating recent changes in Canadian trade:

*Imports into New Zealand of Apparel, Textiles and Manufactured Fibres,
1925 and 1926*

(Only the more important items are included)

	1925		1926	
	All Countries	Canada	All Countries	Canada
Clothing n.e.i.	£2,259,558	£75,414	£2,202,791	£ 63,127
Boots and shoes (children's) .	75,494	4,107	75,842	7,551
Gum boots	55,237	37,891	75,656	57,621
Other boots and shoes	939,089	88,905	869,041	116,498
Furs, made up	31,062	1,585	31,436	660
Furs, dressed	66,134	5,749	79,949	6,641
Buttons, etc.	76,634	169	70,497	323
Haberdashery n.e.i.	36,083	65	27,837	1
Hats and caps	167,447	153	184,455	44
Hosiery	541,609	34,482	506,665	24,323
Millinery	176,836	308	144,810	....
Miscellaneous articles	142,172	815	52,902	975
Ribbons	86,685	127	51,647	42
Textile materials	87,090	24	82,085	165
Linoleum	201,447	5,618	204,101	6,724
Carpets	489,742	1,294	452,653	3,193
Drapery	618,224	266	580,924	911
Canvas	48,089	1,935	22,137	1,004
Miscellaneous cotton piece goods	2,353,345	12,019	1,881,377	9,674
Jute and hemp piece goods . .	202,825	....	155,792	2,027
Leather cloth	37,722	55	32,839	1,441
Silk and artificial silk	838,668	230	711,941	176
Waterproof cloth	20,552	135	17,093	252
Woollen piece goods	879,434	....	813,337	379
Sewing silks and cottons . .	250,175	453	189,000	360
Cordage n.e.i.	18,408	301	17,792	943

Outstanding, from the point of view of increased Canadian business, are the imports of gum boots, boots and shoes, linoleum and carpets, jute and hemp piece goods, and leather cloth, which showed increased import values in 1926 over 1925 of £27,000 in the case of boots and shoes; £20,000 in the case of gum boots; and £1,100 in the case of linoleum. Appreciable decreases were recorded in clothing n.e.i., hosiery, canvas and cotton piece goods, but on the whole a general increase in Canada's share of this trade is evident.

Class X: Oils, Fats and Waxes.—Mineral and vegetable oils and their products are included in this category, and are imported annually to an average value of £5,000,000. The United States supplies the greater part of the demand for motor spirit, gasoline and lubricating oils, although considerable quantities are brought from the Dutch East Indies as well. Outstanding among the more important items imported are motor spirit n.e.i., which was imported to a value of £2,415,630 in 1926, and crude residual oil, which during the same year showed a total import value of £466,134. Canadian supplies of oils are practically negligible, the total value of imports in 1926 aggregating less than £1,500.

Class XI: Paints and Varnishes.—Imports of paints and varnishes showed a slight increase in 1926 over those of the previous year, due largely to larger purchases of ready-mixed paints in the United Kingdom and the United States. The more important items are those of paints ground in liquid, ready-mixed paints, white lead ground in oil, unenumerated paints and varnishes, and lacquers. In the case of the first-named, total imports declined in value from £48,663 in 1925 to £41,773 in 1926, while Canadian goods increased in value from £202 to £1,143. Ready-mixed paint imports increased from £104,499 to £135,466, and those of Canadian origin from £672 to £1,464. White lead imports decreased from £135,214 to £129,896 (Canada £85 and £484), paints n.e.i. increased from £63,137 to £69,518 (Canada £80 to £159), and imports of varnishes and lacquers decreased, from £49,642 to £47,061 (Canada £815 and £1,106). Of the imports of these five main items Canada supplied in 1925 0.5

per cent, while in 1926 this figure had risen to 1.3 per cent. The bulk of this trade is in the hands of United Kingdom exporters; the United States supplied about one-third of the imports of ready-mixed paints, and Australia a similar proportion of the imports of unenumerated paints and colours.

Class XII: Stones and Minerals used Industrially.—The one item of coal is of sole importance in this class. Imports of coal during 1925 were valued at £682,711, and in 1926 at £620,394. Of these respective amounts £679,681 and £618,677 represent imports from Australia. Imports of dressed or polished marble from Italy were valued at £7,215 in 1925 and £8,496 in the following year, and of the rough sawn products at £3,041 and £3,108 respectively. Of total imports of grindstones valued at £7,392 and £7,445 in the two years, Canada supplied £68 and £46 respectively, the trade being largely from the United States and the United Kingdom.

Class XIII: Specie.—During the two years under review imports of specie amounted to £30,650 in 1925 and £77,800 in 1926, all of United Kingdom origin.

MARKET FOR HAND TOOLS IN BRAZIL

TRADE COMMISSIONER A. S. BLEAKNEY

The market for Canadian hand tools in Brazil depends on prices being competitive with those of the United States; on the securing of suitable representation; and on terms of sale being offered which will compare favourably with those offered by firms of exporting countries already on the market.

EXTENT OF THE MARKET

There is a good market for tools, and this is evidenced by the sales of American tools. In calendar year 1925 the United States furnished to Brazil tools to a value of \$846,000 against \$541,005 in 1913-14. The individual items making up the 1925 total were as follows: axes, \$252,079; wood-cutting saws, \$17,782; metal-cutting and other saws, \$26,431; woodworking augers and bits, \$14,264; files and rasps, \$235,586; hammers and hatchets, \$26,381; mechanical tools not previously mentioned, \$192,578; vices and clamps, \$9,507; shovels and spades, \$866; other tools n.o.p., \$71,348.

Other countries selling tools in this country are Germany, the United Kingdom, France, Sweden, and Italy. Brazilian trade returns do not show imports of tools separately, these being included under a general heading "tools and utensils of all kinds." Under this general heading the imports in 1925 were as follows (in milreis): Germany, 14,915,633; Great Britain, 20,497,604; United States, 11,173,944; France, 2,432,513; Sweden, 262,515; Italy, 202,253; Belgium, 54,601; and other countries, 871,930.

There are practically no woodworking hand tools made in the country itself, and this explains the extent of the market. British and German tools have been established for a long time and their marks are well known. While American tools were known before the war, the trade had a special opportunity to expand at the expense of competitors during the conflict, and they now predominate in woodworking and metal-working lines in window displays.

ORGANIZATION AND PECULIARITIES OF THE HARDWARE TRADE

It is estimated that there are some 10,000 hardware stores in Brazil. In Rio alone there are at least thirty-six well-known import houses, and a good many minor ones, handling foreign tools. Many of the large importing houses control retail stores and these display tools to good advantage. On the other hand the tendency in the smaller retail stores is to overcrowd the space both in the

windows and on the floor, and to mix hardware indiscriminately, making it difficult for the manufacturers' agent to secure effective display of his principals' goods. Certain manufacturers' agents of American hardware firms have induced some of these to allow them to dress a window specially with their lines exclusively. While the stocks carried in the better stores compare not unfavourably in range, if not in quality, with the better stores in Canada, they have much to learn in the matter of efficient utilization of the window space and attractive presentation of goods.

With a view to familiarizing the Brazilian hardware dealer with the best modern practice in this regard, and to advertise American goods, American interests here recently have launched a new hardware trade journal which is distributed to 7,000 dealers in Brazil. This is published in Portuguese; advertising rates are on file at the Department of Trade and Commerce, Ottawa. This paper has not a paid circulation, but it is the best advertising medium for hardware in the country. Owing to the high degree of illiteracy, illustrations have more value than text. The service of this paper's advertising department includes the translation of advertisements from English into Portuguese. A good percentage of the importers in Rio are advertising in this paper.

The demand for tools other than agricultural comes principally from carpentry shops, furniture factories, and the building and mechanical trades. There is a limited demand for tools for household use. As a general rule, the householder's equipment does not exceed a hammer and screw-driver; the Brazilian's natural aptitudes are more for arts and letters than for mechanics. Black servants, generally speaking, cannot be utilized for odd jobs around the house involving the handling of modern tools. The furniture-making and carpentry trades, however, are extensive. In Rio there are 175 furniture factories and 42 carpentry shops which use hand tools extensively, and there are 236 building contractors, 224 plumbers, and 110 commercial garages.

As Canadian tools have not yet been introduced into Brazil with a few minor exceptions, firms planning to enter this market would do well to begin in Rio and branch out later after experience has been gained. Rio and Sao Paulo, it need hardly be said, are the two main areas. The Rio area includes a population of about 9 million people; that of Sao Paulo about four and a half million, about 600,000 of whom are in Sao Paulo city. Other districts in order of importance are Pernambuco, Bahia, Porto Alegre, Para, and Florianopolis.

REPRESENTATION

Some years ago a pamphlet was published by the Department of Trade and Commerce, Ottawa, on "Representation in British and Foreign Markets," which is still available for distribution, and the section on Brazil should be perused by interested Canadian firms. So far as tools are concerned, the best arrangement would seem to be the appointment of a manufacturer's agent, selling from a sample room on commission to the large importing houses. This would ensure a wider distribution than linking up with an individual importing house which may have a limited or special clientele and is in the nature of things in competition with other importing houses. The method here referred to is that adopted by an important United States hardware exporter, and it is one that appears to give satisfactory results. This exporting house handles the products of a large group of firms manufacturing non-competitive lines of hardware. In order to get the most out of his activities, such an agent should have a very varied line, and consequently the combination of a group of Canadian houses operating through the one agent is indicated. The various houses in the group could share expenses in proportion to sales realized, or on some other basis. When prices have been shown to be competitive, a visit should be made to Rio by the group's representative with sets of samples and the appointment of an agent made.

COMPETITIVE PRICES

In order to compete in Brazil ordinary domestic price lists will not serve. Quotations to be competitive must be export prices in every sense of the term. All overhead that is placed against domestic advertising or selling costs in Canada should be strictly eliminated. Deductions should also be made for any drawback received for importations of steel brought in for the manufacture of tools. Manufacturers would even be well advised to forego their profit if necessary until their goods are established at least: it is not difficult to raise prices slightly after they have been established, but it is practically impossible to enter the market with prices which are not strictly competitive. A certain amount of advertising should be undertaken, but this should not be a big item, as the best advertising in this market is the personal canvass by an energetic agent, placed in a position where pushing sales means an interesting profit to himself.

TERMS

No volume of business can be done here on terms less favourable than those which the custom of the market have established as a general rule. These are usually 90 days' sight or 120 days' date. The latter is more favourable to the exporter and is usually acceptable here, and this is recommended. Commissions should be settled promptly: the expense of doing business in Brazil is very much higher than in Canada. These terms may appear to be somewhat onerous, but it must be remembered that the importer has to grant equivalent terms to his customer, and he must tie up his capital in duties which average 10 cents a pound for a similar period. No importing house could carry on business in Brazil without receiving terms as good as those it must extend. Money is very expensive, costing from 7 per cent to 12 per cent per annum, and often even higher; the importer must therefore utilize his capital to the fullest extent. The hardware importers are mostly old-established firms who can be granted such terms, but subject of course to credit reports, which should be taken up frequently through a number of sources such as Canadian, United Kingdom and American banks, and established mercantile credit agencies such as Dun's. There is little co-operation amongst banks, and firms may borrow from several of them unknown to the others; consequently the greater the number of credit reports the better. In the case of a great many of the importers their position is well known. Business is bad at present and collections poor, and many firms have heavy outstanding accounts. The present is not the best time to grant credits, but manufacturers' agents might be found willing to do the preliminary work now in preparation for an active selling campaign when conditions improve.

TYPES OF TOOLS IN DEMAND

The trade journal advertising price list previously referred to carries illustrations of the principal types of tools and hardware on sale in this market which in design are common to the United States and Canada. There are also on file at Ottawa photographs of a typical assortment of American tools made up for sale in a medium-priced wooden tool chest, which, while it does not find a good sale in this form, is representative of demand. A statement giving details including the retail prices, from which price levels can be estimated with suitable deductions for discounts and duties is also on file. All the tools shown in this outfit are sold separately on this market. Owing to the absence of statistics, an attempt is made below to show the extent of the market and the principal sources of supply of the several types of tools.

Axes.—This is a very important item; the trade is practically monopolized by the United States. The axes are of a special type, generally known as the

Spanish axe, although they were originally imported from Portugal. An illustration of this axe is shown on the price list referred to above, but samples can be supplied to any Canadian firm interested.

Files and Rasps.—This is also an important item in which the United States gets the bulk of the business, with British "Greaves" and German "Goldenberg" goods sharing the remainder.

Metal Cutting and Other Saws and Frames.—The United States is again the chief source of supply, with Germany and the United Kingdom sharing the remainder. It is thought that Canada should be able to compete. The frames are also chiefly from the United States.

Planes.—Nearly all the modern iron planes shown in a survey of Rio stores are American, the majority being "Stanley" goods, the mark that seems to be the most widely distributed of the American tools sold in this market. A few British iron planes are seen and quite a number of British and German wooden planes, but the preference is for an iron adjustable plane.

Screwdrivers.—While American ratchet and spiral types are prominently displayed, it would appear that the cheaper German article of the plain type enjoys the better sale. Screwdrivers of the plain type are produced locally in limited quantity. Canadian opportunities would be in the specialty American types.

Wood Chisels.—The "Greaves" line again holds first place, which it has maintained for a long time. Some high-grade American chisels are sold, with Germany playing the usual role in the cheaper lines.

Augers and Bits.—Germany has a strong hold on this market with good reproductions of the American type and considerably lower prices.

Bit Braces and Drills.—The Americans share this business with the Germans; the former predominate slightly, but German prices are lower. A number of French braces and drills are also on sale. There appears to be a very good demand for breast drills and a fair demand for bench drills.

Hammers and Hatchets.—In the high-grade lines the American hammer leads in sales, and in the cheap article, Germany.

Cold Chisels and Punches.—Owing to domestic production and duty on a weight basis, which works out high, there is little to be done in these goods, although the American article is on sale.

Measuring Instruments.—Window displays indicate that calipers, compasses, and gauges are chiefly from the United States, France, and Germany. Cheap wooden rules are made locally, and there are German importations. "Lufkin" and other tape measures enjoy a fair sale.

Squares and Levels.—There is a good market for squares; adjustable are supplied mostly from the United States and the cheaper lines from Germany. The United States also supplies the bulk of the quality levels, Germany and France taking care of most of the remainder.

Vices.—The United Kingdom predominates with a quality article at a low price. There are a few German vices showing; the American share of this business appears to be small.

Cutters, Pliers, and Pincers.—On glass and metal cutters the United States leads; on wire and pipe cutters the United States and Germany share the bulk of the business, with France and the United Kingdom following.

Hand Grinders.—The United States and Germany share this business, the former leading.

The above are the principal tools in demand. While, in apparent contradiction of the figures of Brazilian importations of "tools and utensils of all kinds" already given, American products appear to predominate, this is explained by the large shipment of German utensils and the considerable consignments of British shovels and agricultural hand tools.

DUTIES ON HAND TOOLS

Brazilian duties are payable 60 per cent gold and 40 per cent paper and the duty on tools is specific. Accordingly as the gold rate varies with exchange, these duties will vary. Exchange has been stable since the beginning of this year, and duties can therefore be estimated, for the time being at least, in terms of Canadian currency per pound.

With the exception of compasses of brass or partly brass, tape measures, and certain agricultural, stoneworkers' and similar roughly manufactured tools, hand tools are indicated in the Brazilian tariff as paying 600 reis per kilo. The "official value", which serves for calculating the 2 per cent gold port tax, is taken as double this duty, or 1 milreis 200 reis (1\$200) per kilo. The duties therefore, plus the port tax, work out at roughly 2 milreis (2\$000) per kilo., or 24 cents, being approximately 11 cents per pound. There are also several very minor taxes to be added, but these can be omitted for approximate calculations. The warehouse charges on tools are 2 per cent of the official value up to thirty days, 3 per cent per month up to sixty days, 4 per cent per month up to ninety days, and for more than ninety days 6 per cent per month. These charges, however, are not, strictly speaking, duties, and are omitted together with the minor charges in referring to the duties herein.

Compasses of iron and steel pay the above duties, but when of brass or iron and brass they pay approximately \$1.20 per dozen. Measuring tapes or ribbons alone or without casing pay at present about $7\frac{1}{2}$ cents per pound. With casing other than mother of pearl or tortoise shell, with or without springs, they pay about $36\frac{1}{2}$ cents per pound. With the special casings above referred to they pay six and a half times this duty.

The agricultural, stoneworkers' and similar tools mentioned as exceptions are detailed under item 999 of the tariff as follows: picks, pickaxes, mattocks, hammers for blacksmiths, masons and the like, shovels of all kinds with or without handles, and all other common tools for masons, stone cutters, miners and similar trades; spades, large and small; rakes, forks, weeding hooks, and pronged hoes; scythes and sickles and similar implements for cutting grass or cane; axes, hatchets, and mining drills. These pay at present when worked out to paper milreis—which are the milreis referred to in exchange quotations in the press in Canada—about 335 reis per kilo., or $1\frac{1}{2}$ cents per pound. It should be noted that this item includes axes and hatchets and certain types of hammers.

As a general rule if tools come in outer wooden cases, with individual coverings of cardboard, duty is levied on the gross weight of the merchandise—i.e. the weight of the tools and the cardboard containers.

If in wooden cases without inside cardboard containers, they pay on the weight of the wooden case less a tare of 10 per cent—i.e. on the legal weight. In the case of files, however, the tare is 15 per cent, and in the case of goods coming under item 999 of the tariff quoted above the duties are levied on the weight of the wooden cases less 10 per cent. Compasses and tape measures are dutiable on the weight of cardboard containers.

GERMAN MARKET FOR EVAPORATED APPLES

TRADE COMMISSIONER L. D. WILGRESS

Hamburg, August 6, 1927.—The requirements of the German market for evaporated apples were fully reviewed in a report published in *Commercial Intelligence Journal* No. 1194, (December 18, 1926). It was pointed out that the fairly considerable shipments of evaporated apple rings from Canada to Hamburg during the season 1925-26 had served to secure a foothold in the market for the Canadian product. Unfortunately, the crop situation in Eastern Canada last season prevented shippers from taking advantage of the connections which they had established and there were considerably reduced exports to Germany. The bulk of the business with this market in evaporated apple rings last season was done by Californian and Washington and Oregon shippers, whose quotations for the most part were lower than those of New York State or Canadian exporters.

The German trade statistics show a total import in the twelve months ending June, 1927, of 17,801,300 pounds of dried and evaporated apples and pears of a total value of \$1,685,400. This compares with a total import of 13,139,500 pounds in the same period a year previously, so that the trade appears to be steadily increasing. The importation from Canada in the twelve months ending last June is given at 319,220 pounds, equivalent to slightly over six thousand boxes.

It is hoped that during the coming season a fairly large quantity of Canadian evaporated apple rings can again be shipped to the German market. The present outlook is very uncertain. Exporters in Eastern Canada report that, while the prospects are for a larger crop than last year, the position in certain districts is unsatisfactory. New York State would appear to have a poor crop and New York quotations at present are quite out of line. The latter factor greatly favours the importation of evaporated apple rings from the Dominion. Generally speaking, the market prefers evaporated apples manufactured from sour stock, such as those shipped from New York State and Eastern Canada, to the sweet California product. When, therefore, the crop in New York State is poor, a good opening is presented for the sale of Canadian evaporated apples, provided the Canadian quotations are in line with those of California and other West Coast shippers.

At present no business is being done on the Hamburg market in evaporated apples, since the buyers are waiting for prices to recede. In the month preceding the middle of July, a satisfactory business has been done with contracts for October, November, December and even January shipment. It is reported that the total quantities contracted for are equal to those usually purchased at this period of the year. A fairly satisfactory business has been done in Canadian evaporated apples, about 8,000 boxes having been contracted for at prices of around \$11 per 100 pounds, but of this quantity about one-fourth would be comprised of 1926 crop.

Since July 13 practically no contracts have been placed for evaporated apples, since buyers regard prices as too high. New York State "Prime" are offered at \$14 per 50 kg. (110 pounds) with no takers. This is equivalent to \$12.75 per 100 pounds. The local price ranges from \$11.75 to \$12.25. Californian shippers have recently reduced their prices for "Extra Choice" to \$12 per 50 kg., equivalent to \$10.90 per 100 pounds. At this price some buyers have been found, but generally importers are waiting for a further decline.

Most of the Canadian evaporated apples have been contracted for October shipment. Contracts for shipment in this month can usually be secured at an advance, which is not the case with November shipment. The latter is not liked in Hamburg as the goods arrive too near Christmas.

It is probable that further satisfactory orders for later shipments will be placed with Canadian exporters as soon as prices have become adjusted to the crop results, and if Canadian prices are not higher than Californian the volume of business should be considerable.

Since the Canadian evaporated apple rings have been introduced into the Hamburg market, there has usually been a price difference between Canadian Government Standard grade and New York State Prime grade, amounting to half a cent a pound or over, although the Canadian product is admitted by importers to be equal or superior in quality to the New York apple rings of Prime grade. This price discount is explained by the fact that the Canadian grade is not so familiar to the trade in the interior, and that the Canadian Standard apple rings have been subject to more variability, particularly in regard to colour.

The grades of evaporated apple rings imported into Hamburg are mostly "Extra Choice" from California, "Prime" from New York State, and "Standard" from Canada, about 90 per cent of the imports being comprised of these grades. The remainder of the business is chiefly done in New York State "Fancy" grade, for which there is an increasing sale.

Evaporated apple rings of the three grades mentioned are chiefly sold packed in boxes of 50 pounds net. There is also a sale for boxes of 25 pounds net, but not to the same extent.

The chief requirement to be observed in shipping evaporated apple rings to Hamburg is the necessity of carefully fulfilling all conditions of the contract. As the market is to large extent a speculative one, buyers are prone to take advantage of technicalities when the market goes against them. It is particularly important to have all documents dated and signed in the month for which the contract calls for shipment.

In order to do business with Hamburg in evaporated apples it is necessary to have an agent who is well introduced among the trade. Any Canadian exporter desirous of forming a connection with this market can be placed in touch with a suitable agent by communicating with the Canadian Government Trade Commissioner at Hamburg.

GERMAN FISH MEAL MARKET REPORT

TRADE COMMISSIONER L. D. WILGRESS

Hamburg, August 5, 1927.—There was little or no change in the German fish meal market during the month of July. The trade continues to be quiet with considerable stocks in the hands of dealers and very little buying on the part of hog raisers. The prices realized for pigs remain below the 60 marks per 50 kg. level, only above which is fattening with fish meal considered remunerative. Under these circumstances prices have remained stationary during the past month, although up to £17 per ton has been offered for herring and pilchard meal of good appearance. Generally speaking, in view of the depressed state of the market, second-hand sellers have been inclined to grant concessions in price in order to bring about business.

It must be remembered that the summer months are always the quietest period of the year in the fish meal trade, but that active buying sets in with the approach of cooler weather, November usually being the busiest month of the year. Last season the trade remained brisk throughout the winter up to May, the latter being one of the most active months. Although stocks are now considerable, it is probable that the farmers will recommence buying supplies of fish meal as soon as the harvest has been realized and pig prices advance with increased pork consumption when the weather gets cooler. Since supplies of

fish meal in the exporting countries are limited, it is not considered probable that prices will decline, although the future course of prices must be regarded as uncertain.

The following are the present range of prices, c.i.f. Hamburg, paid by importers, dependent upon quality and reputation of shipper:—

	£	s.	d.		£	s.	d.	
Norwegian cod meal.	20	0	0	to	22	10	0	per 1,000 kg.
Scotch white fish meal.	19	0	0	to	20	0	0	per long ton
English white fish meal.	18	0	0	to	19	10	0	per long ton
North American white fish meal.	18	0	0	to	19	10	0	per long ton
Norwegian herring meal.	16	5	0	to	16	15	0	per 1,000 kg.
North Pacific coast pilchard meal.	16	5	0	to	16	15	0	per long ton

The German trade statistics for the first half of 1927 reveal heavy imports of fish meal, a total of 53,043 metric tons having been imported in the six months as against 29,046 tons in the same period a year previously. These figures include whale meal and other fish guano imported for fertilizer purposes. In the first six months of this year a total of 28,896 metric tons were shown as having been imported from Norway, 15,397 tons from Great Britain, 2,664 tons from the United States, and 1,264 tons from Canada.

According to the shipping statistics of the Port of Hamburg, approximately 3,663 metric tons of fish meal arrived from Norwegian ports during the month of July as against 2,496½ tons in June. From British ports there arrived at Hamburg during July 1,054 long tons as against 762 tons in June. From the United States the arrivals in July were 162 long tons as compared with 300 tons in June, while from Canada 254 long tons arrived in July as against 101 tons in June.

Of the arrivals from Norway in July 606½ metric tons came from Hauge-sund and Stavanger, ports which ship west coast herring meal; 754 metric tons from Bergen and Aalesund, ports which ship both west coast herring meal and cod meal; 470 metric tons from Vikholmen, Bodö and other ports shipping chiefly north coast herring meal; 290 metric tons from Svolvær, Borkenes, Tromsø and Brettesnes, ports shipping both north coast herring meal and cod meal; while the remaining 1,541½ metric tons came from ports shipping cod meal, mostly from Vestmannaeyjum with smaller lots from Maløy, Fosnavag, Nordfjord and Trondhjem.

Of the arrivals from Great Britain, 425 long tons came from Grimsby, 254 long tons from Aberdeen, 75 long tons from Lerwick, 66 long tons from Swansea, 64 long tons from London, 61 long tons from Goole, 45 long tons from Norfolk, 30 long tons from Middlesboro, 25 long tons from Liverpool, and 8 long tons from Hull.

Of the arrivals from the United States, 122 long tons came from Baltimore and 40 long tons from Boston, while the 254 long tons arriving from Canada were shipped from Montreal.

In addition to the above shipments of fish meal, there also arrived at the Port of Hamburg during July shipments of fish guano totalling over five hundred tons, chiefly shipped from Spain, Scotland, Copenhagen, Calcutta, Norway, London, and Iceland.

TRADE AND ECONOMIC CONDITIONS IN CHINA

TRADE COMMISSIONER L. M. COSGRAVE

Shanghai, July 28, 1927.—Though the pause in civil warfare throughout China during the past two months has resulted in a steady improvement in general trading in the main outports, the complete lack of confidence in the political situation in the interior is reflected in the almost complete absence of trade to the main consuming centres other than the chief seaports.

The larger foreign and Chinese importing houses are maintaining their policy of watchful waiting and severe retrenchment. As a result smaller firms, jobbers and even consumers are endeavouring to import direct rather than follow the old indent method through the established importing houses. Considerable concern is also being shown by both Chinese and foreign traders in the extensive anti-Japanese boycott at present in effect throughout the whole area under the control of the Southern forces. Though this boycott has stimulated trade temporarily with other countries, the general effect has been to disturb regular trading channels in addition to curtailing of buying by the larger Chinese import houses due to a fear of similar boycotts of the goods of British and other on account of the continued presence of foreign troops both in North and South China.

Transshipment of cargo from such centres as Shanghai, Hongkong and Tientsin, is also seriously affected by the prolonged strike of the employees of the China Navigation Company, which has over seventy-five vessels, chiefly coastwise, inactive, while the main part of the Yangtze fleet belonging to the China Merchants Navigation Co. is still being held up by the various war lords as troop ships.

In Central and South China, the Nationalist Government have in the past two months put into effect a series of taxes on imports and exports both foreign and Chinese which has had the effect of seriously curtailing trade. These include an additional 2½ per cent on all commodities not classed as luxuries, and an additional 5 per cent on a wide range of items classed as luxuries. Special taxes also include a 50 per cent tax on manufactured tobacco both imported and domestic which has already resulted in the closing down of a number of the largest tobacco factories in China; and a coal tax of one dollar Mexican per ton which directly affects all the main industrial areas.

The Nationalist Government have just announced their intention to assume complete control of the customs as from September 1, 1927. An attempt is being made to float a loan for 60,000,000 (Mexican) based on the salt revenue, which is already completely hypothecated. The effect of these measures has been to add to the feeling of uncertainty already existing, and at the time of writing practically all classes of the trading community are refraining from making purchases, particularly from abroad, on anything more than a hand-to-mouth basis.

On the other hand, the revenue of the Chinese customs continues steadily to increase. Whatever may be the political condition of the country or the dislocations of trade from political causes, the Chinese trader never ceases to function. What is being lost by the larger organizations is apparently more than made up by the smaller progressive traders with their lower overhead.

In so far as Canadian trade with China is concerned, in the main commodities regularly imported, with the exception of flour and luxury items, there appears to be less dislocation than might be expected under the circumstances, while the British army requirements are temporarily assisting to maintain the value of foodstuff imports from Canadian sources. Established lines are moving steadily though confined to the main ports. Proposed commitments by Canadian manufacturers should, however, invariably be referred to this office as a precautionary measure.

UNITED KINGDOM CONDENSED MILK REGULATIONS

TRADE COMMISSIONER HARRISON WATSON

London, August 11, 1927.—There was published in the *Commercial Intelligence Journal* of March 10, 1923 (page 389), particulars of the new regulations affecting the sale of condensed milk adopted in 1923.

The Minister of Health now gives notice that he has decided to make some alterations in the original regulations and has issued particulars under the description of "Condensed Milk Amendment Regulations, 1927."

These amended regulations will come into force on the 1st April, 1928, as regards imported milk, and on the 1st July, 1928, otherwise.

The changes introduced are relatively unimportant, but as they call for alterations in the labeling which every tin or other receptacle must bear, it is thought desirable to reproduce in their entirety the paragraphs now substituted for similar regulations in the original Act:—

1. Every tin or other receptacle containing condensed milk shall bear a label upon which is printed such one of . . . the following declarations as may be applicable or such other declaration substantially to the like effect as may be allowed by the Minister:—

(i) In the case of full cream milk (unsweetened):—

CONDENSED FULL CREAM MILK, UNSWEETENED.
THIS TIN CONTAINS THE EQUIVALENT OF
(a) PINTS OF MILK.

(ii) In the case of full cream milk (sweetened):—

CONDENSED FULL CREAM MILK, SWEETENED.
THIS TIN CONTAINS THE EQUIVALENT OF
(a) PINTS OF MILK, WITH SUGAR ADDED.

(iii) In the case of skimmed milk (unsweetened):—

CONDENSED MACHINE-SKIMMED MILK (or CONDENSED
SKIMMED MILK), UNSWEETENED.

UNFIT FOR BABIES.

THIS TIN CONTAINS THE EQUIVALENT OF
(a) PINTS OF SKIMMED MILK.

(iv) In the case of skimmed milk (sweetened):—

CONDENSED MACHINE-SKIMMED MILK (or CONDENSED
SKIMMED MILK), SWEETENED.

UNFIT FOR BABIES.

THIS TIN CONTAINS THE EQUIVALENT OF
(a) PINTS OF SKIMMED MILK, WITH SUGAR ADDED.

- 3 (a) The prescribed declaration shall be printed in dark block type upon a light coloured ground.
- (b) There shall be a surrounding line enclosing the declaration and in the cases in which the words "unfit for babies" are required to be used there shall be another such line enclosing those words.
- (c) The distance between any parts of the words "unfit for babies" and the surrounding line enclosing those words shall be not less than one-sixteenth of an inch.
- (d) No matter other than that hereinbefore prescribed shall be printed within either surrounding line.
- (e) The type used for the declaration shall not in any part be less than one-eighth of an inch in height (or if the gross weight of the tin or other receptacle does not exceed twelve ounces, one-sixteenth of an inch in height) and the type used for the words "unfit for babies" shall not be less than twice the height of any other part of the declaration.

4. No person shall expose or offer for sale for human consumption any condensed skimmed milk in a tin or other receptacle enclosed in a paper or other wrapper unless the words "unfit for babies" are printed on the outside of such wrapper within a surrounding line, the type used for the words being not less than a quarter of an inch in height and the printing being otherwise in accordance with the rules prescribed for the printing of the same matter on the label affixed to the tin or other receptacle.

TARIFF CHANGES AND CUSTOMS REGULATIONS

Tariff Changes in St. Christopher and Nevis, British West Indies

A Customs Duties Ordinance, No. 6 of 1927, for St. Christopher and Nevis, B.W.I., was assented to on July 1, 1927, making a considerable number of changes in the tariff. The new rates to a large extent affect articles for which special preferences were provided in the Canada-West Indies Trade Agreement of 1925. Larger preferences are established on these articles usually by increasing the rates of the general tariff. Following are new rates of duty on some articles of interest to Canada:—

	British Preferential Tariff	General Tariff
Boots, shoes and slippers	ad val.	10%
Butter and ghee	per 100 lbs.	8s. 4d.
Cement	per 400 lbs.	2s. 0d.
Cheese	per 100 lbs.	8s. 4d.
Cocoa, ground or otherwise prepared, except sweetmeats	per lb.	0s. 2d.
Confectionery, including chocolate creams and sweetmeats of all kinds	ad val.	10%
Cordage and twine	ad val.	10%
Fish, canned or preserved in tins, jars or bottles	per 100 lbs.	8s. 4d.
Herrings and alewives, dried, salted, smoked, or pickled	per 100 lbs.	1s. 8d.
Salmon, trout and mackerel, dried, salted, smoked, or pickled	per 100 lbs.	2s. 6d.
Other kinds fish, salted, smoked or pickled	per 100 lbs.	1s. 6d.
Apples	per barrel	Free
Flour and meal, wheaten	per 196 lbs.	7s. 0d.
Lard and lard substitutes	per 100 lbs.	4s. 2d.
Beef and pork, pickled or salted	per 100 lbs.	6s. 0d.
Lumber: white pine, spruce, fir and hem- lock, unmanufactured, per superficial measurement of 1 inch thick	per 1,000 ft.	6s. 8d.
Shingles, cyprus and wallaba	per 1,000	5s. 0d.
Shingles, cedar and pine	per 1,000	3s. 4d.
Biscuits, bread and cakes, unsweetened, in tins	per 100 lbs.	2s. 1d.
Paints, colours, and putty	per 100 lbs.	4s. 2d.
Polishes and varnishes	per gal.	1s. 0d.

The British preferential tariff applies in each case to goods of Canadian and other British origin and the general tariff to all goods originating outside the British Empire.

Franco-German Commercial Agreement

Mr. Hereule Barré, Canadian Trade Commissioner in Paris, cables that France and Germany signed a commercial agreement on August 17 for a period of eighteen months beginning from September 6. Details of the new agreement were not available, but official publication of its terms was expected in about a week.

The previous agreements between France and Germany were of a provisional nature and lapsed on July 1. Since that date each country applied to the other the rates of their respective general tariffs. According to a recent statement in the British *Board of Trade Journal*, the French and German Governments had agreed that it was impossible to make the new convention depend on the promulgation of the new French tariff as it had not been passed by the Chamber of Deputies. It was pointed out that the existing French minimum tariff could not be compared with the German tariff in which the rates were as a rule higher. In order to conclude a most-favoured nation convention it was necessary therefore for France to raise her customs duties on some goods where the protection granted by the present tariff was considered particularly inadequate. A French tariff bill enabling the Government to make changes in the tariff for such purpose was promulgated on July 29, to which reference is made below.

It is apparent that, in consequence of the power taken by the French Government to revise duties and of the new treaty with Germany, some French new customs rates of interest to Canada may be brought into force.

Tariff Legislation in France

The *Board of Trade Journal* gives the following translation of a new French Law promulgated in the *Journal Officiel* for July 29:—

The Government is authorized, exceptionally and for a period of three months, to modify Schedule A to the Law of January 11, 1892, as modified by subsequent Laws and Decrees (i.e. the existing Customs Tariff) so far as is necessary for the urgent conclusion of commercial agreements. Such modifications may not, however, affect foodstuffs or any article of clothing except hosiery.

The new duties may only be enforced provisionally at the same time as the agreements which are responsible for them. They shall be presented to the Chambers for approval at the same time as such agreements, immediately if the Chambers are sitting, otherwise at the opening of their next session. If not approved, such duties and agreements are to go out of force twenty-eight days after their rejection has been decided upon.

The export prohibitions and duties at present applied to living animals (horses, cattle, etc., poultry and pigeons, rabbits), animal products and wastes, and vegetable materials (except wheat, spelt and meslin, rye, wood and narcissus bulbs (*bulbules*)) are to be withdrawn as from the date of promulgation of this Law.

Animals fit for breeding, of pure breed, may be admitted free of duty under conditions to be laid down by Decrees of the Minister of Agriculture, provided they are intended for breeding concerns (*Syndicats d'élevage*).

The French Parliament adjourned in July without passing the French tariff bill introduced in March, 1927, (see *Commercial Intelligence Journal* No. 1215; May 14, 1927, page 583-6).

Proposed New Customs Duties in Certain Chinese Territory

Mr. L. M. Cosgrave, Canadian Government Trade Commissioner at Shanghai, writes under date of July 28 that announcement has been made by the Nationalist Government, at that time in control of the five provinces of which Shanghai is the entrepôt, that a new tariff on all imports ranging from 20 per cent to 57½ per cent had been drawn up and the proposal was to apply it as from

September 1, 1927. It was not clear at the time of writing whether or not this proposed taxation would actually be put into effect. Mr. Cosgrave emphasizes that Canadian manufacturers under no consideration at the present time should quote a price duty paid for any commodity being shipped to the territory in question. It appears that some foreign firms have suffered severe losses due to the constantly changing taxation in that area.

German Conventional Duty on Flour Re-established

Mr. L. D. Wilgress, Canadian Trade Commissioner at Hamburg, cables that, in a treaty between Germany and France signed August 17, to become effective from September 5, a German conventional duty of 11.50 marks per 100 kg. has been re-established on wheaten flour. This is the same rate as was in force under a provisional commercial agreement between Germany and France which terminated on June 30. The corresponding general tariff rate on flour is 12.50 marks per 100 kg.

FOREIGN EXCHANGE QUOTATIONS FOR THE WEEK ENDING AUGUST 22, 1927

The Foreign Exchange Department of the Bank of Montreal has furnished the following statement of the nominal closing quotations for all the principal exchanges for the week ending August 22, 1927. Those for the week ending August 15, 1927, are also given for the sake of comparison.

Country	Monetary Unit	Parity	Week Ending August 15, 1927	Week Ending August 22, 1927
Britain	£	\$4.86 $\frac{3}{4}$	\$4.8627	\$4.8618
Belgium	Belga	.1390	.1391	.1392
Czecho-Slovakia	Crown	.20263	.0296	.0296
Finland	Mark	.0252	.0252	.0252
France	Fr.	.1930	.0392	.0392
Holland	Florin	.4020	.4008	.4006
Italy	Lire	.1930	.0544	.0544
Spain	Pes.	.1930	.1688	.1687
Portugal	Esc.	1.0805	.0505	.0505
Switzerland	Fr.	.1930	.1928	.1928
Germany	Reichs Mk.	.2382	.2377	.2379
Greece	Dr.	.1930	.0132	.0131
Norway	Kr.	.2680	.2605	.2604
Sweden	Kr.	.2680	.2683	.2685
Denmark	Kr.	.2680	.2679	.2679
Austria	Schilling	.1407	.1412	.1412
Japan	Yen	.4985	.4731	.4740
Siam	Tical	.3709	.4500	.4500
India	Rupce	.3650	.3625	.3625
United States	\$	1.0000	1.0009	1.0000
Mexico . . . . .	\$	.4985	.4750	.4745
Argentine Rep.	Peso (Paper)	.4244	.4268	.4263
Brazil	Mil.	.5462	.1187	.1185
Jamaica	£	4.86 $\frac{3}{4}$	4.8600	4.8600
British Guiana	\$	1.0000	1.00 $\frac{3}{8}$ —1.01 $\frac{5}{8}$	1.00 $\frac{3}{8}$ —1.01 $\frac{5}{8}$
Barbados	\$			
Trinidad	\$			
Dominica	\$			
St. Kitts	\$			
Grenada	\$			
St. Vincent	\$			
Tobago	\$			
China	Taël	.6050	.6050	.6025
Batavia, Java	Guilder	.4020	.4005	.4005
Peru	Libra	4.8665	3.7500	3.7500
Singapore, Str. Settlement . . . . .	\$	.5678	.5612	.5612

TRADE INQUIRIES FOR CANADIAN PRODUCTS

Since the publication of the last *Commercial Intelligence Journal* there have been received the following inquiries for Canadian products. The names of the firms making these inquiries, with their addresses, can be obtained only by those specially interested in the respective commodities upon application to: "THE COMMERCIAL INTELLIGENCE BRANCH OF THE DEPARTMENT OF TRADE AND COMMERCE, OTTAWA," OR THE BOARDS OF TRADE AT ST. JOHN, HALIFAX, QUEBEC, SHERBROOKE, MONTREAL, TORONTO, WOODSTOCK, ST. MARY'S (ONT.), PORTAGE LA PRAIRIE, ST. BONIFACE (MAN.), WINNIPEG, VANCOUVER, NEW WESTMINSTER, AND PRINCE RUPERT; THE CHAMBERS OF COMMERCE AT BELLEVILLE, PETERBOROUGH, HAMILTON, ST. CATHARINES, STRATFORD, GUELPH, BRANTFORD, LONDON, ST. THOMAS, SARNIA, AND VICTORIA (B.C.); THE CHAMBRE DE COMMERCE, DISTRICT OF MONTREAL; BORDER CHAMBER OF COMMERCE, WINDSOR; THE CANADIAN MANUFACTURERS' ASSOCIATION OFFICES AT TORONTO, MONTREAL, WINNIPEG, EDMONTON, VANCOUVER, AND VICTORIA; AND THE KITCHENER AND WATERLOO MANUFACTURERS' ASSOCIATION, KITCHENER (ONT.).

Foodstuffs

747. EVAPORATED APPLES.—An agent in Gothenburg, Sweden, claiming to be well introduced among the provision trade, wishes to secure the agency of a Canadian exporter of evaporated apples.

748. EVAPORATED APPLES.—A firm of commission agents in Gothenburg, Sweden, are anxious to establish a connection for the sale of Canadian evaporated apples.

749. CANNED LOBSTERS.—A firm of commission agents in Gothenburg, Sweden, are anxious to establish a connection for the sale of Canadian canned lobsters.

750. CEREALS.—A Glasgow firm of cereal importers want a direct connection with a Canadian mill manufacturing oatmeal and rolled oats.

751. ROLLED OATS.—An agent in Gothenburg, Sweden, is desirous for representation of a Canadian exporter of rolled oats.

752. FLOUR.—An agent in Gothenburg, Sweden, is desirous of forming a direct connection for a good Canadian brand of flour.

753. FLOUR.—A commission agent in the Canary Islands wishes to get in touch with Canadian millers with a view to representing them in that territory.

754. FLOUR.—A firm of commission agents in Gothenburg, Sweden, are desirous of securing a direct representation for a leading Canadian brand of flour.

Miscellaneous

755. HAY.—A Liverpool firm with extensive knowledge of the hay trade are desirous of getting in touch with Canadian hay exporters with a view to representing them in this area on a commission basis.

756. HAY (TIMOTHY AND CLOVER MIXTURE).—An East Anglian firm of hay and straw merchants are open to purchase Canadian hay and invite offers from reliable exporters.

757. HAY.—A London firm of fodder importers and distributors would be pleased to receive offers from Canadian exporters who are in a position to ship large and regular quantities of hay of the quality required in the United Kingdom. Quotations to be c.i.f. London, per ton of 2,240 pounds. The firm would prefer an exclusive arrangement.

758. WHEAT.—An agent in Gothenburg, Sweden, is desirous of forming a connection with a Canadian concern exporting wheat.

759. WHEAT.—A commission agent in the Canary Islands wishes to get in touch with Canadian exporters with a view to representing them in that territory.

760. FISH MEAL.—A firm in Hamburg are anxious to get in touch with Canadian exporters of fish meal, particularly pilchard meal from the Pacific Coast.

761. FARMERS' SUPPLIES.—A Glasgow firm of importers are looking for any line (specialty) except agricultural machinery suitable to sell to farmers. They distribute to the retail trade, and cover Scotland, the North of England, and the North of Ireland.

762. REINDEER SKINS.—A firm in Hamburg wish to get in touch with Canadian exporters of reindeer and other skins suitable for the German market.

763. BANDAGES AND ABSORBENT COTTON.—Manufacturers' agent wishes to represent a manufacturer of surgical bandages and absorbent cotton. Samples and quotations to the Canadian Government Trade Commissioner, Reconquista 46, Buenos Aires.

764. LOOSE LEAF METAL PARTS.—Buenos Aires office supply house wishes to receive samples and quotations of loose leaf metal parts; thong binder type only.

765. MANILA PAPER, ETC.—A firm in Buenos Aires desire to obtain heavy Manila paper for office holders and index cards; also press board for filing system.

766. BLEACHED SULPHITE PULP AND BOARDS.—A London firm of pulp and paper importers are desirous of getting into direct touch with Canadian mills which can supply pure bleached sulphite pulp and boards; the former in the rough sheet form and the latter in reasonably smooth finish in .018 to .030. Pulp and paper generally are also of interest to the inquirers.

767. WOOD FOR INTERIOR WORK.—Buenos Aires furniture manufacturer wishes to buy Canadian wood suitable for high-class interior work, principally sides and bottoms of drawers.

768. TIMBER.—A Glasgow firm of timber brokers are anxious to get an agency for Douglas fir, Sitka spruce, and Port Oxford cedar.

769. WOOD GOODS.—A Birmingham indent house ask to be placed in touch with Canadian manufacturers of wood articles as per sample on file in sizes 1, $1\frac{1}{16}$, $1\frac{1}{8}$, $1\frac{1}{4}$, and $1\frac{3}{8}$ inch diameter. Quotations to be c.i.f. London.

770. BROOM HANDLES.—A Liverpool firm of timber merchants desire c.i.f. quotations on broom handles in sizes as follows: 48 by $1\frac{1}{8}$ inches, 50 by $1\frac{1}{8}$ inches, and 60 by $1\frac{1}{8}$ inches.

771. CLOTHES AIRER LATHS.—A Liverpool wholesale hardware firm, at present importing clothes airer laths from Scandinavia made from red or white pine, would be interested in having quotations from Canadian exporters on sizes as follows: length, 9 feet; width, $1\frac{3}{16}$ inches; and thickness, $\frac{9}{16}$ inch. Sample section of lath suitable has been forwarded to the Department for inspection by interested firms. Quotations must be per gross c.i.f. Liverpool.

PROPOSED SAILINGS FROM CANADIAN PORTS

(The sailing dates are approximate and subject to change without notice)

From Montreal

To ANTWERP.—Canadian Raider, Sept. 2; Canadian Rancher, Sept. 12; Canadian Aviator, Sept. 22—all C.G.M.M.; Melita, Sept. 8; Bosworth, Sept. 17—both Canadian Pacific.

To AVONMOUTH.—Colonian, Sept. 10; Oxonian, Sept. 17—both White Star-Dominion; Salacia, Cunard Line, Sept. 24.

To BELFAST, LONDONDERRY, CORK AND DUBLIN.—Carrigan Head, Aug. 31; Fanad Head, Sept. 15—both Head Line.

To CARDIFF AND SWANSEA.—Canadian Leader, Sept. 9; Canadian Mariner, Sept. 23—both C.G.M.M.

To DUNDEE.—Cairnglen, Thomson Line, Sept. 10.

To GLASGOW.—Metagama, Sept. 1; Marloch, Sept. 10; Metagama, Sept. 29—all Canadian Pacific; Gracia, Sept. 2; Athenia, Sept. 9; Letitia, Sept. 23—all Cunard Line.

To HULL.—Comino, Sept. 7; Bay State, Sept. 17—both Furness Line.

To LIVERPOOL.—Minnedosa, Sept. 2; Montclare, Sept. 9; Montrose, Sept. 16; Montcalm, Sept. 23—all Canadian Pacific; Regina, Sept. 3; Calgaric, Sept. 7; Megantic, Sept. 10; Doric, Sept. 17; Albertie, Sept. 24—all White Star-Dominion; Andania, Cunard Line, Sept. 16.

To LONDON.—Bothwell, Sept. 2; Bolingbroke, Sept. 10; Bosworth, Sept. 17; Brecon, Sept. 24—all Canadian Pacific; Canadian Raider, Sept. 2; Canadian Rancher, Sept. 12; Canadian Aviator, Sept. 22—all C.G.M.M.; Ausonia, Sept. 2; Ascania, Sept. 16; Alaunia, Sept. 23—all Cunard Line; Comino, Sept. 7; Bay State, Sept. 17—both Furness Line.

To MANCHESTER.—Manchester Brigade, Sept. 1; Manchester Regiment, Sept. 8; Manchester Commerce, Sept. 15; Manchester Producer, Sept. 22—all Manchester Liners.

To NEWCASTLE AND LEITH.—Cairnross, Sept. 3; Cairnglen, Sept. 10; Cairnesk, Sept. 17—all Thomson Line.

To HAMBURG.—Cairnglen, Sept. 10; Cairngowan, Sept. 22—both Thomson Line; Hada County, Sept. 7; Brant County, Sept. 20—both County Line.

To HAVRE.—Laval County, County Line, Sept. 21.

To ROTTERDAM.—Grey County, Sept. 7; Queens County, Sept. 22—both County Line.

To COPENHAGEN AND BALTIC PORTS.—Pennsylvania, Scandinavian-American Line, Sept. 15.

To ITALIAN PORTS.—Vallarsa, Sept. 10; Vallemare, Sept. 15—both Lloyd Mediterraneo Italian Service.

To SOUTH AND WEST AFRICAN PORTS.—Cariboo, Elder Dempster Line, Sept. 15.

To NORWEGIAN PORTS.—Idefjord, Sept. 5; Topdalsfjord, Sept. 25—both Norwegian-American Line.

To AUSTRALIAN PORTS.—Canadian Highlander, C.G.M.M., Sept. 10; a steamer, New Zealand SS., Sept. 17.

To NEW ZEALAND PORTS.—Canadian Pioneer, C.G.M.M., Sept. 24; a steamer, New Zealand SS., Sept. 24.

To ST. KITTS, ANTIGUA, BARBADOS, TRINIDAD AND DEMERARA.—Canadian Runner (calls at Guadeloupe), Sept. 8; Canadian Squatter, Sept. 22—both C.G.M.M.

To BERMUDA, BAHAMAS, JAMAICA AND BRITISH HONDURAS.—Canadian Forester, C.G.M.M., Sept. 14.

To ST. JOHN'S NFLD. (via CHARLOTTETOWN).—Canadian Sapper, C.G.M.M., Sept. 1, Sept. 22.

To CORNERBROOK, NFLD.—New Northland, Aug. 31, Sept. 14, Sept. 28; Nayarit, Sept. 5, Sept. 19—both Clarke SS. Co.

From Quebec

To ANTWERP.—Montnairn, Sept. 9; Montroyal, Sept. 9—both Canadian Pacific.

To SOUTHAMPTON AND HAMBURG.—Empress of Australia, Aug. 31; Empress of France, Sept. 14; Empress of Australia, Sept. 21—all Canadian Pacific.

From St. John

To BERMUDA, ST. KITTS, ANTIGUA, MONTSERRAT, DOMINICA, ST. LUCIA, BARBADOS, ST. VINCENT, TRINIDAD AND DEMERARA.—Canadian Carrier, Sept. 10; Canadian Pathfinder, Sept. 24—both C.G.M.M.; Ottar, Pickford & Black, Sept. 7.

From Halifax

To BORDEAUX AND VIGO (SPAIN).—Roussillon, French Line, Sept. 5.

To LIVERPOOL.—Nova Scotia, Sept. 3; Newfoundland, Sept. 21—both Furness, Withy.

To ST. JOHN'S NFLD.—Nova Scotia, Sept. 3; Newfoundland, Sept. 21—both Furness, Withy; Farnorth, Sept. 6, Sept. 17, Sept. 27; Sambro, Sept. 1—both Farquhar SS.; Silvia, Aug. 30, Sept. 13, Sept. 27; Nerissa, Sept. 6, Sept. 20—both Red Cross Line.

To EAST COAST NEWFOUNDLAND PORTS.—Sambro, Farquhar SS., Sept. 1.

To SOUTH COAST NEWFOUNDLAND PORTS AND ST. PIERRE-MIQUELON.—Pro Patria, French Mail Service, Aug. 30, Sept. 13; Sambro, Farquhar SS., Sept. 1.

To BERMUDA, ST. KITTS, NEVIS, ANTIGUA, MONTSERRAT, DOMINICA, ST. LUCIA, BARBADOS, ST. VINCENT, GRENADA, TRINIDAD AND DEMERARA.—Canadian Skirmisher, Sept. 9; Canadian Carrier, Sept. 23—both C.G.M.M.; Adolf Bratt, Sept. 1; Ottar, Sept. 15—both Pickford & Black.

To SANTIAGO (CUBA) AND KINGSTON (JAMAICA).—Caledonia, Sept. 7; Andalusia, Sept. 21—both Pickford & Black.

From Vancouver

To YOKOHAMA, KOBE, NAGASAKI, SHANGHAI, HONG KONG AND MANILA.—Empress of Canada, Sept. 1; Empress of Russia, Sept. 22—both Canadian Pacific.

To YOKOHAMA, KOBE, MOJI AND SHANGHAI.—Arabia Maru, Aug. 27; Arizona Maru, Sept. 16—both Osaka Shosen Kaisha.

To YOKOHAMA, KOBE AND HONG KONG.—Tyndareus, Blue Funnel, Sept. 6.

To YOKOHAMA, KOBE, MILKE AND HONG KONG.—Talthybius, Blue Funnel, Oct. 18.

To HONOLULU, SUVA, AUCKLAND AND SYDNEY.—Aorangi, Canadian-Australasian Service, Sept. 21.

To MANCHESTER.—Northwestern Miller, Sept. 4; Southwestern Miller, Sept. 18—both Furness Pacific Line.

To WEST COAST UNITED KINGDOM PORTS.—Canadian Spinner, C.G.M.M., Sept. 14.

To MARSEILLES, BARCELONA, GENOA, LEGHORN, NAPLES, VENICE AND TRIESTE.—Cellina, Navigazione Libera Triestina, Sept. 14.

To HAVRE, ANTWERP AND BORDEAUX.—Arizona, Sept. 8; Georgia, Sept. 9; Zenon, Sept. 14—all Cie. Gle. Transatlantique.

To LIVERPOOL, SOUTHAMPTON, LONDON AND ROTTERDAM.—Nichteroy, Sept. 9; Dinteldyk, Sept. 23; Loch Monar, Oct. 7—all North Pacific Line.

To GLASGOW, HAMBURG, ROTTERDAM AND ANTWERP.—Grootendyk, North Pacific Coast Line, Sept. 13.

To LONDON, LIVERPOOL AND AVONMOUTH.—Challenger, Isthmian SS. Line, Sept. 10.

To LONDON, LIVERPOOL, AVONMOUTH, BELFAST AND DUBLIN.—Steel Scientist, Isthmian SS. Line, Sept. 24.

To AUSTRALIAN PORTS.—Nordic, Australian Service, Sept. 6.

To KINGSTON, JAMAICA.—Canadian Spinner, C.G.M.M., Sept. 14.

COMMERCIAL INTELLIGENCE SERVICE

CANADIAN TRADE COMMISSIONERS

Argentine Republic

E. L. McColl, Reconquista No. 46, Buenos Aires. *Cable Address, Canadian.*

Australia

D. H. Ross. Address for letters—Box 196C. G.P.O., Melbourne. Office—Safe Deposit Building, Melbourne. *Cable Address, Canadian.*

Commercial Agent: B. Millin, The Royal Exchange Building, Sydney, N.S.W.

Belgium

Yves Lamoutagne, 98 Boulevard Adolphe Max, Brussels. *Cable Address, Canadian.*

Brazil

A. S. Bleakney. Address for letters—Caixa Postal 2164 Rio de Janeiro; office, Avenida Rio Branco, 9. *Cable Address, Canadian.*

British West Indies

R. T. Young, Acting Trade Commissioner. Address for letters—P.O. Box 125, Port of Spain, Trinidad. Office, Colonial Bank Building. (Territory includes Barbados, Windward and Leeward Islands, British Guiana Porto Rico and Venezuela). *Cable Address, Canadian.*

P. W. Cook. Address for letters—P.O. Box 225, Kingston, Jamaica. Office—Jamaica Mutual Life Insurance Building. (Territory covers Jamaica, Cuba, Hayti, San Domingo, Central American States, Colombia, Bermuda and the Bahamas.) *Cable Address, Cantracom.*

China

L. M. Cosgrave. Address for letters—P.O. Box 300. Office—North China Daily News Building, 17 The Bund, Shanghai. *Cable Address, Cancoma.*

France

Heracle Barré, 17 and 19 Boulevard des Capucines, Paris. *Cable Address, Cancomac.*

Germany

L. D. Wilgress, Gutrufhaus, Neuerwall 10, Hamburg 36. *Cable Address, Mapleleaf.* (Territory covers Germany, Russia; the countries on the eastern shore of the Baltic, Poland and Czecho-Slovakia.)

Holland

A. B. Muddiman, Beursplein 26B, Rotterdam. (Territory includes the Rhine valley.) *Cable Address, Canadian.*

India and Ceylon

H. R. Poussette, P.O. Box 2003, office, Sassoon House, 4 Lyons Range, Calcutta. *Cable Address, Canadian.*

Irish Free State

F. W. Fraser, 66 Upper O'Connell street, Dublin. *Cable Address, Canadian.*

Italy

Jean J. Guay, Via Manzoni Nr. 5—Milan (2). *Cable Address, Canadian.*

Japan

J. A. Langley. Address for letters, P.O. Box 230. Office, Room No. 2, Meikai Building, Kobe. *Cable Address, Canadian.*

Mexico

C. Noel Wilde. Address for letters, Apartado Num. 126-bis, Mexico City. Office, Edificio Banco de Londres y Mexico, Num. 30. *Cable Address, Cancoma.*

Netherlands East Indies

R. S. O'Meara, P.O. Box 84, Batavia, Java. (Territory includes Straits Settlements, Federated Malay States, Indo-China, and Siam.) *Cable Address, Canadian.*

New Zealand

C. M. Croft. Address for letters, P.O. Box 33, Auckland. Office, Union Buildings, Customs street, Auckland. *Cable Address, Canadian.*

South Africa

G. R. Stevens, P.O. Box 683. Office, Westminster House, Adderly street, Cape Town. *Cable Address, Cantracom.*

United Kingdom

Harrison Watson, Canadian Building, Trafalgar Square, London, S.W. 1, England. (Territory covers Home Counties, South-Eastern Counties and East Anglia.) *Cable Address, Sleighing, London.*

J. Forsyth Smith, Fruit Trade Commissioner, Century Bldgs., 31 North John Street, Liverpool. *Cable Address, Canfrucum.*

Harry A. Scott, Trade Commissioner, Century Bldgs., 31 North John Street, Liverpool. (Territory covers North of England, Lincolnshire, North Midlands and North Wales.) *Cable Address, Cantracom.*

Douglas S. Cole, Sun Building, Clare street, Bristol. (Territory covers West of England, South Wales and South Midlands). *Cable Address, Canadian.*

Gordon B. Johnson, 87 Union street, Glasgow, Scotland. (Territory covers Scotland and Northern Ireland.) *Cable Address, Cantracom.*

United States

Frederic Hudd, 44 Whitehall street, New York City. *Cable Address, Cantracom.*

Commercial Intelligence Journal

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Minister: Hon. James Malcolm, M.P.

Deputy Minister: F. G. T. O'Hara

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TRADE COMMISSIONER C. M. CROFT'S ITINERARY IN ONTARIO

Mr. C. M. Croft, Canadian Trade Commissioner in New Zealand, is at present undertaking a tour of the Dominion in the interests of Canadian trade with that dominion. The following are the dates of his itinerary in Ontario:—

Toronto	September 7 to September 21
Guelph	September 22
Brantford	September 23
Windsor, Walkerville and Ford	September 24 to September 27
London	September 28
Hamilton	September 29 to October 1
St. Catharines	October 3
Oshawa	October 5

Canadian firms who desire to be brought in touch with Mr. Croft or to interview him are requested to communicate, in the case of Toronto, with the secretary of the Canadian Manufacturers' Association, and in that of the other cities included in the above itinerary with the secretary of the Board of Trade or the Chamber of Commerce.

MR. CORMACK'S VISIT TO VENEZUELA, CURACAO AND COLOMBIA

Mr. James Cormack, Canadian Trade Commissioner, is at present on a tour of investigation as to the possibilities for Dominion trade in Venezuela, Curacao, and Colombia. Canadian firms interested in any of these markets may address Mr. Cormack, care of the Royal Bank of Canada, Barranquilla, Colombia. Mr. Cormack is expected to take up his new duties as Trade Commissioner in Cuba about the end of October.

SUMMARY OF THE TRADE OF CANADA: MONTH, FOUR MONTHS, AND TWELVE MONTHS ENDING JULY 1927

(Compiled by External Trade Branch, Dominion Bureau of Statistics)

Main Groups	Month of July, 1927			Four Months ending July, 1927			Twelve Months ending July, 1927		
	Total Imports	From United Kingdom	From United States	Total Imports	From United Kingdom	From United States	Total Imports	From United Kingdom	From United States
	\$	\$	\$	\$	\$	\$	\$	\$	\$
<i>Imports for Consumption</i>									
Agricultural and vegetable products.....	20,478,263	4,650,162	8,941,733	76,432,694	15,219,779	34,945,767	222,627,927	42,461,407	101,675,880
Animals and animal products.....	4,911,094	415,606	3,276,924	18,081,946	1,848,622	11,379,876	54,481,597	5,397,499	26,090,117
Fibres, textiles and textile products.....	14,425,276	6,640,733	4,294,510	53,093,941	21,131,806	19,120,665	181,986,821	72,291,921	64,972,096
Wood, wood products and paper.....	4,281,073	422,262	3,586,863	16,472,277	1,445,110	13,731,881	49,219,177	4,663,497	42,080,179
Iron and its products.....	2,419,165	1,581,053	19,131,695	95,075,739	6,307,198	85,972,456	241,290,696	15,911,175	217,431,652
Non-ferrous metals and their products.....	4,482,385	1,404,431	3,697,713	18,241,067	2,113,899	14,800,201	55,736,082	5,803,209	45,510,445
Non-metallic minerals and their products.....	13,222,424	4,404,433	9,581,219	50,937,743	5,825,957	37,902,514	157,534,222	10,802,563	128,882,723
Chemicals and allied products.....	2,583,977	1,464,457	1,676,225	11,119,929	7,555,331	3,749,773	32,749,773	4,406,509	21,598,077
Miscellaneous commodities.....	5,565,010	842,713	3,984,772	11,541,774	3,398,850	13,488,235	62,258,179	9,584,265	44,535,980
Total imports, 1927.....	91,368,667	16,322,910	58,081,294	361,047,120	58,698,094	238,910,080	1,058,018,025	170,962,066	702,249,080
1926.....	88,604,911	14,734,170	57,307,971	333,971,500	51,675,093	224,336,516	997,261,231	163,349,328	642,961,793
1925.....	81,492,403	14,769,250	52,258,765	292,009,091	52,056,995	191,094,420	817,583,042	154,457,625	524,514,136
<i>Exports (Canadian produce)</i>									
Agricultural and vegetable products.....	21,375,085	8,278,232	3,542,444	163,602,714	90,931,105	17,950,301	562,096,278	327,522,761	69,255,906
Animals and animal products.....	14,082,472	5,008,089	7,460,618	43,464,246	13,137,425	24,985,620	166,023,281	58,696,550	82,430,587
Fibres, textiles and textile products.....	1,197,408	90,408	712,633	3,898,454	651,699	1,708,735	9,266,443	1,198,011	4,146,506
Wood, wood products and paper.....	24,831,397	2,041,096	20,443,051	91,970,095	6,038,418	77,465,505	284,827,981	16,500,007	242,056,026
Iron and its products.....	4,409,019	276,332	4,083,158	21,663,513	3,191,097	13,492,166	73,989,352	8,718,458	10,307,665
Non-ferrous metals and their products.....	8,270,533	968,631	4,400,502	28,266,066	5,309,791	13,432,166	84,072,884	14,869,578	40,580,099
Non-metallic minerals and their products.....	2,138,459	138,460	1,225,827	7,921,716	712,445	4,690,858	21,909,019	2,498,968	16,427,584
Chemicals and allied products.....	1,654,983	284,089	863,585	5,368,785	1,209,474	2,475,944	17,433,641	3,027,804	8,742,343
Miscellaneous commodities.....	1,434,795	345,652	704,643	6,128,549	2,138,131	2,628,099	13,661,745	4,883,073	9,865,993
Totals, 1927.....	79,395,041	17,429,589	39,920,461	372,194,049	122,648,622	148,498,365	1,244,330,624	438,415,240	474,819,337
1926.....	110,325,550	39,619,445	40,733,728	380,020,931	131,109,483	140,098,547	1,343,968,518	512,097,059	473,194,179
1925.....	101,678,787	42,238,466	37,531,882	351,407,904	127,279,993	141,951,735	1,093,165,663	404,509,357	430,701,651
<i>Exports (Foreign produce)</i>									
Totals, 1927.....	1,391,808	92,639	1,202,722	5,495,805	366,430	4,586,766	15,942,388	957,153	13,465,527
1926.....	1,269,146	207,267	1,496,053	4,969,053	554,785	4,033,680	13,339,096	1,274,518	11,262,027
1925.....	1,601,132	95,666	1,417,308	4,374,303	308,850	3,736,521	12,600,059	1,151,013	10,429,118
<i>Excess of Imports (i) or All Exports (e)</i>									
1927.....	(i) 20,581,818	(e) 1,199,308	(i) 16,958,111	(e) 16,592,734	(e) 64,316,958	(i) 85,894,949	(e) 202,254,977	(e) 208,410,327	(i) 213,964,205
1926.....	(e) 22,889,883	(e) 25,092,542	(i) 15,608,559	(e) 51,018,394	(e) 79,989,173	(i) 80,204,289	(e) 388,616,683	(e) 388,616,683	(i) 188,565,367
1925.....	(e) 21,787,810	(e) 27,564,882	(i) 13,309,575	(e) 63,773,116	(e) 75,531,878	(i) 45,406,104	(e) 251,203,345	(e) 251,203,345	(i) 53,413,567

TRADE CONDITIONS IN THE UNITED KINGDOM

TRADE COMMISSIONER HARRISON WATSON

London, August 17, 1927.—This is the height of the holiday season. Making due allowance, however, for the seasonal slackness, many manufacturing centres report that the outlook is creating apprehension, in so far that most old orders have been worked off, and there is no present indication of new business of any considerable volume. A notable exception, however, is the artificial silk industry, which, based upon the excise returns, shows continual and heavy expansion in production. Under the above circumstances, as would be anticipated, the foreign trade returns for the month of July exhibit little variation, except that imports decreased about 6 per cent as compared with the previous month.

As such great stress is being laid upon the necessity of increasing trade between the United Kingdom and all parts of the Empire, as a corrective to the loss of foreign markets resulting from the introduction of increased tariffs and the inauguration of home industries, the situation disclosed by the statistics of the trade conducted by the United Kingdom with the world's chief countries during the first half of 1927 is distinctly disappointing. For some time past there has been a tendency for the proportion of Empire trade to expand.

According, however, to the figures now issued, the United Kingdom's imports from the Empire during the six months ended the 30th June only totalled a proportion of 30 per cent, as against 33.5 per cent in the corresponding period in 1926, out of the total imports from all sources. The position as regards British exports is slightly better, but the proportion fell from 46.7 per cent to 45.9 per cent.

A leading factor in the six months' increase of imports from foreign countries is an advance of over £10,000,000 (approximately 10 per cent) in Britain's purchases from the United States; while, upon the other hand, exports of British products to America fell away by over £3,000,000.

During the same period, Britain's imports from Germany increased from £27,000,000 to £29,000,000. In this case, however, exports of United Kingdom products to Germany jumped by nearly £8,000,000.

In our own case, British imports from Canada declined nearly £4,000,000 during the half-year (from £29,110,751 to £25,413,532); while British exports to the Dominion crept up slightly (from £12,701,240 to £13,589,467).

It is not, however, too optimistic to anticipate that this slight setback is only of a temporary nature, because the campaign, both sentimental and practical, which is being conducted in all parts of the British Isles, in favour of preference for Empire products, is making most satisfactory headway.

Indeed, the demand created among consumers is already bearing fruit in the presence in departmental stores and retail establishments of all kinds, of increased supplies of Empire food articles.

IMPORT TRADE OF KENYA AND UGANDA

H. M. Trade Commissioner at Nairobi reports that during the first four months of the current year imports for home consumption into Kenya and Uganda amounted in value to £2,341,750 as compared with £2,355,514 in the period January-April, 1926. It should be stated that home consumption imports exclude Government goods and specie and also produce of Tanganyika (valued at £154,933 during the period under review and at £246,703 in the corresponding period of 1926) intended for subsequent re-exportation. A large proportion of the imports came from Great Britain. £978,380 (£1,057,241 in 1926), India £263,901 (£281,049), Germany £114,933 (£100,183), Holland £142,851 (£127,796), Japan £105,079 (£125,056), and the United States £301,699 (£268,665).

NORTH OF ENGLAND FLOORING MARKETS

TRADE COMMISSIONER HARRY A. SCOTT

Liverpool, August 18, 1927.—Generally speaking, the demand for imported maple flooring in the north of England so far during 1927 has been only fair. Under normal conditions there is a regular demand for maple flooring among the Lancashire cotton factories, and in this field maple stands in a class by itself, as it is recognized as the most suitable wood flooring for this purpose. The cotton industry as a whole has remained throughout the year in a seriously depressed state, and this situation has necessarily affected the sale of maple flooring. A few other industries have commenced to use maple, and considerable business has also been secured among certain types of public buildings such as hospitals, dance halls, etc., wherever hard-wearing conditions exist. Canadian maple flooring is well known and highly regarded, but the main source of supply is the United States. The sizes in general demand are as follows:—

	Inches		Inches
Nominal	1 x 4	Finished	1 ³ / ₁₆ x 3 ¹ / ₂
Nominal	1 x 4 ³ / ₄	Finished	1 ³ / ₁₆ x 4
Nominal	1 ¹ / ₄ x 4	Finished	1 ¹ / ₄ x 3 ¹ / ₂
Nominal	1 ¹ / ₄ x 4 ³ / ₄	Finished	1 ¹ / ₄ x 4

Lengths from 2 to 16 feet, averaging 5 to 5¹/₂ feet.

During the past two or three months prices have varied owing to keen competition among exporters. Of the sizes mentioned above, the most popular is 1-inch x 4 inches nominal, and a number of American mills up until about eight weeks ago were quoting prime grade flooring in this size at as low as from \$82 to \$82.50 per 1,000 square feet c.i.f. Liverpool, almost the lowest price offered since the war, to which, following a slight improvement, they have since reverted. Recent average American quotations on other sizes have been as follows: nominal 1 inch x 4³/₄, from \$93.50 to \$95; 1¹/₄ x 4, from \$96.50 to \$98; 1¹/₄ x 4³/₄, from \$107.50 to \$110.

There has been a tendency lately among architects to specify longer lengths, and several inquiries have been made for 1-inch by 4-inch nominal in lengths of 4 feet and longer, 5 feet and longer, and in the mixed specification consisting of 85 per cent of 4 feet 6 inches and longer with the balance nothing under 2 feet 6 inches. Practically all the maple flooring being sold in this district is now of prime grade. There has been only a very limited inquiry for factory grade during the past twelve months, and it is understood that in the majority of cases buyers who have originally specified this grade have been persuaded to go in for the prime quality owing to the extra cost of laying and also to the fact that factory grade, with too many short pieces which are likely to come unbundled, does not carry over distances as well as the longer specifications. Factory grade on this market is understood to consist of 1 to 16 feet long inclusive with what the stock will produce up to 50 per cent of 1 to 3¹/₂ foot lengths. There are accordingly a large number of short bundles in this grade as compared with the usual carload of prime stock which averages 5 feet or better.

The demand for maple flooring in private houses is decidedly limited. The great majority of the ordinary houses in this section of England and all of the working class dwellings use cheap Continental softwood for flooring purposes. Some of the larger houses use hardwood, but on the whole oak is preferred to maple on account of its appearance. In recent years quite a fair demand has been built up for a thin oak flooring which is laid over softwood floors in new houses and also placed on top of floors in older dwellings. This particular size, which comes from the United States, is nominal 1 by 2¹/₂ inches in lengths of 2

to 16 feet averaging 5 to 6 feet and has recently been selling at around \$80 per 1,000 square feet c.i.f. Liverpool for clear grade. Other sizes of American oak flooring are nominal 1 inch by 3 inches and 1 inch by 4 inches. The latter, which comes in prime grade, has been quoted lately at about \$114 c.i.f. Liverpool. In addition to the United States, thin oak is also imported from Poland for use in the place of linoleum or carpets in private houses. This oak, which is exceedingly thin, is imported in the form of squares ready made for laying. It is reported that it can be laid down in a house at a retail cost of about 12s. (\$2.92) per square yard as compared with approximately 9s. 6d. (\$2.31) to 10s. (\$2.43) for a high-grade linoleum.

No progress has been made in the introduction of Canadian birch flooring. In this market birch is not looked upon as equal to maple in wearing qualities for factory flooring or in public buildings. In the case of private dwellings it has to compete against oak and the latter wood is favoured on appearance. Importers do not hold out much hope for birch flooring until it is possible to offer it at prices substantially below maple, when a gradual demand might be built up.

DOUGLAS FIR FLOORING BLOCKS

There is a steadily growing demand in the North of England for Douglas fir flooring blocks. Following the close of the war, a considerable business was built up in this country in the manufacture of flooring blocks from Douglas fir strips imported from the United States. The development of mass-production door manufacturing on the Pacific coast of the United States in recent years created a surplus of waste material caused by the trimming up of door stock and manufacturers began converting this material into flooring blocks. Before long, importers and manufacturers in the United Kingdom found it cheaper to purchase the finished article from the United States than to import the rough strips, with the result that a substantial business has since grown up in these imported blocks.

In addition to Douglas fir, oak, pitch pine, maple and European beech blocks are also used. Apart from oak, which is of course higher in price and considered in a somewhat separate category, Douglas fir is considered the most popular on account of its low price, and it is finding a demand for use in schools, shops, halls of houses, porches, in kitchens as a substitute for tiled flooring, and in various public buildings. The sizes in chief demand are $1\frac{1}{8}$ x 3 x 9 and $1\frac{3}{8}$ x 3 x 9. American flooring blocks made from Douglas fir have lately been selling in the $1\frac{1}{8}$ x 3 x 9 size at around 70s (\$17.03) per 1,000 blocks c.i.f. Liverpool packed in crates or bags. The $1\frac{3}{8}$ inch size has been quoted at about 75s. (\$18.24). These prices represent an approximate decline of about 4s. (\$0.97) per 1,000 blocks in each size as compared with twelve months ago.

Any Canadian manufacturers not familiar with this trade, and who wish to develop business in the United Kingdom, will find it necessary to pay careful attention to the details of manufacture and shipment. These blocks are laid on a concrete foundation. When the foundation is ready, a mixture of tar compound is heated and spread thin on the concrete. The blocks are made with dovetailed groove so that when pushed together some of the compound gets in between and locks them. Laying is done either in the square or herring-bone pattern taking three blocks to make up a cross block. On the whole, it has been found that door or other woodmaking machinery unless of the latest pattern is not as satisfactory for turning out these small dimensions as machinery specially adapted for the purpose, since if the blocks are not cut exact to the required dimensions they throw out the pattern in the floor.

On account of the power of absorbing moisture which Douglas fir possesses, it is essential that great care be taken to avoid damage in transit from sweating as it is claimed that under certain conditions these blocks will occasionally absorb sufficient moisture to swell one-eighth of an inch during the voyage, which of course renders them useless on arrival. It is also stated that when left to dry out again they will not shrink quite evenly because of the difference in the grain of Douglas fir as close and open grained stock will shrink to a different degree. Under the circumstances insurance against sweat damage is advisable. One recommended method of packing is to put these blocks up in crates or bags (the latter not to contain more than 140 blocks) and if possible to see that they are stowed away from other commodities which may contain moisture such as green timber, etc. Any interested firms are invited to communicate with this office.

AGRICULTURAL RETURNS OF ENGLAND AND WALES

TRADE COMMISSIONER HARRISON WATSON

London, August 16, 1927.—The Ministry of Agriculture has issued the customary annual statement of acreage under crops and grass, supplemented by statistics of live stock.

According to returns dated June 4, there is still a continuation of the reversion of arable land to pasturage. In comparison with the previous year, there was a further reduction of 87,000 acres in crops and permanent grass. As, however, in the same period some 62,000 acres more land has been classified as rough grazing, the net reduction is only 25,000 acres. During the year more land was laid down to permanent grass.

The acreage of arable land, however, at 10,310,000 acres, is 238,000 acres less than in 1926, and practically 690,000 acres, or 6 per cent, less than in 1914.

CEREAL CROPS

Upon the other hand, the acreage under wheat shows a further increase, the total of 1,636,000 acres being 44,000 acres greater than in 1926 and 136,000 acres more than in 1925. The development is particularly noticeable in eastern counties such as Norfolk and Essex, and northwestern, like Lancashire and Cheshire.

At the same time, there is a further sharp reduction in the area under barley, and although the acreage in 1926 was the lowest on record (1,148,000 acres), that in 1927 is only 1,051,000 acres. Compared with 1914, the land under barley was decreased by no less than one-third.

This year's area under oats has also been reduced appreciably, the total of 1,748,000 being 116,000 acres less than in 1926.

The memorandum under review also estimates the probable yields of the so-called "corn crops", according to conditions which prevailed on August 1. These were as follows, in comparison with the actual production of 1926:—

	Forecast, 1927	Production, 1926
	Tons	Tons
Wheat	1,407,000	1,304,000
Barley	819,000	916,000
Oats	1,336,000	1,490,000

Attention is, however, called to the position that the estimate was made at a time when these crops were still uncut. This proviso is of some importance in so far that although cutting has since taken place generally in the

South of England, the weather has mostly been distinctly unfavourable, and it is to be feared that damage has been sustained, at least in certain cases, owing to the prevalence of heavy rains.

OTHER CROPS

The chief feature of the year is the substantial increase in the acreage under sugar beet, the total of which, 221,700 acres, is 95,900 acres greater than in 1926, and fully four times that of 1925. The figures afford eloquent testimony to the progress which the refining of sugar from beet is making in this country.

As regards beans and peas, although the total area of beans is 12,800 acres less on the year at 201,500 acres, the total is 10,700 acres more than in 1925. The acreage under peas, 118,700 acres, is the smallest recorded with the exception of 1916.

The area under potatoes shows a further small addition this year, the total acreage of 514,300 acres being 14,900 acres more than in 1926. This is the first year since 1922 in which the acreage of potatoes has exceeded half a million acres.

Fruit.—The total area of orchards is returned at 248,800 acres, an increase of 8,100 acres. There is practically no change in the total of 69,300 acres of small fruit, but strawberries have been heavily reduced, and currants and gooseberries increased. The raspberry area at 6,500 acres is practically unaltered.

Grasses.—The total area of clover and rotation grasses is 2,460,000 acres, a decrease of 42,000 acres on the year. The whole of the decrease is that used for grazing, the area of “seeds” hay being 1,585,000 acres, or 7,000 acres more than in 1926. The area of meadow hay is, however, reduced by 40,000 acres to 4,318,000 acres.

LIVE STOCK

The following table summarizes the number of animals in comparison with similar returns for 1926:—

	1927	1926	Increase or Decrease	
	No.	No.	No.	Per Cent
Cattle	6,275,000	6,253,100	(Inc.) 21,900	0.4
Sheep	17,070,200	16,858,700	(Inc.) 211,500	1.3
Pigs	2,687,300	2,200,000	(Inc.) 487,300	22.1
Horses... ..	1,077,200	1,128,800	(Dec.) 51,600	4.6

BRISTOL AND CARDIFF HAY IMPORT TRADE

TRADE COMMISSIONER DOUGLAS S. COLE

Bristol, August 16, 1927.—This is the thirteenth successive day of rain and the newspapers are “headlining” the continual bad weather. The latter part of July was fine, and English dealers were hoping the domestic crop would permit of cutting. August has so far ruined these hopes.

IMPORTS OF CANADIAN HAY

There have been many parcels of 1926 Canadian Timothy recently imported both in Bristol and Cardiff. Some of the Cardiff lots have been shipped coast-wise to the extreme west of England and are finding favour with those estates and stables in which there are a number of hunters.

One firm who have already imported 1,000 tons from Canada, state that whether the trade will continue depends solely upon the weather.

It is realized here that Canadian hay is so "hard" that horses are bound to masticate, whereas the soft English or Irish meadow hay is more or less "bolted." This necessity for mastication explains the popularity of Canadian supplies at hunting stables where condition counts. It is also claimed that by using Canadian hay a certain saving in oats is effected.

Owing to its nature, it is difficult to compare Canadian hay with local supplies and the nearest comparison is English rye grass, which is expensive. The above is one explanation of the sales of Canadian hay at a time when there is a difference of about \$2.50 per ton delivered in favour of English supplies.

OPPORTUNITY FOR CANADIAN MARITIME SHIPPERS

If the shortage of the English crop continues, there should be opportunities for hay shippers of the Maritime Provinces after the close of Montreal navigation. One of the largest hay importers in this area has instituted inquiries with a view to shipments during that season when there is a fortnightly service from St. John and Halifax.

IRISH OFFERS

Irish supplies which are being offered at the present time appear to be a mixture of firm rye grass and clover. While quality is good, imports appear to be negligible. It is being offered in the vicinity of 45 shillings (\$10.94) f.o.b. Irish seaport. Direct shipment by boat to Cardiff is only about £1 (\$4.86), or a c.i.f. price of 65s. (\$15.81). Shipment by Fishguard, however, entails delivery charges alone of about 50s. (\$12.16) per ton.

PRICES

Good English meadow hay is selling delivered at about 92s. (\$22.50, exchange at par) to 100s. (\$24.33) per ton of 2,240 pounds. These prices have recently receded to 90s. (\$21.89), but continued bad weather may force them up. Of course considerable quantities will be sold below this figure for the reason that August and September hay is not June quality, and in the west of England is said to "feed but not fatten." In other words, there is not the "nature" in it. Nevertheless, two weeks of sunshine would even yet alter the situation drastically and eliminate the bulk of imported supplies.

CONSIGNMENTS UNFAVOURABLE TO GOOD PRICES

It cannot be too strongly stated that the shipment of heavy supplies of Canadian hay on consignment may easily ruin the whole West of England market. For the past four years this office has continually stressed this danger, and pointed out that the owner of the Canadian hay is the one who stands to lose by this method. Prices of Canadian hay have on occasion been slaughtered when shipped on consignment to Liverpool, Manchester or Cardiff firms; could not be absorbed in Liverpool or Manchester, and dumped at Bristol Channel ports. Shipping by consignment puts the c.i.f. trader out of the running; kills a healthy market, and only means losses for the Canadian owner of the supplies.

This area so far this year, however, has been free from this practice, and the majority of the dealers are in agreement as to its depressing influence.

The objection is not so much to small parcels of hay being sent on consignment at the time of shipment of a c.i.f. transaction; but rather to the practice of shipping to the English importer on consignment and drawing against such shipments even without the knowledge of the importer.

DOCK CHARGES—AVONMOUTH

With a view to increasing shipments of Canadian hay to this port, the undermentioned labourage rate has been put in force at Avonmouth for an experimental period of six months from July 15, 1927—

Hay in Hydraulic Press-packed Bales.—Receiving at ship's rail, landing to truck, 4s. (97 cents) per ton net.

This rate is conditional upon ships' releases and orders being deposited with the Traffic Manager before arrival of the steamer, otherwise a watching and demurrage charge will be incurred as under insurance policies hay is not allowed on the quays. The charge for weighing in railway trucks after landing is 6d. (12 cents) per ton.

There is also in force a rate for delivering overside from steamer to craft of 1s. (24 cents), plus 20 per cent per ton.

The dock due on hay imported from abroad is 1s. 6d. (36 cents) plus 10 per cent per ton, but in case of a "through bill of lading" to an inland destination, or bill of lading clause "intransit" to such destination, the due is subject to a rebate of 50 per cent.

DOCK CHARGES—CARDIFF

South Wales ports are controlled by the Great Western Railway and charges at Cardiff for hay, quoting owner's risk rates are as follows:—

Discharging, 2s. (48 cents) per ton.

Delivering direct to trucks, 1s. 9d. (42 cents) per ton.

Receiving, transferring, warehousing and delivering, 9s. 6d. (\$2.31) per ton.

Rent per week, 4½d. (9 cents) per ton.

Wharfage, 1s. 0½d. (26 cents) per ton.

Dealers always endeavour to avoid storage owing to the charges and class of risk. In fact, at Avonmouth docks there is no storage accommodation available, whilst at Cardiff it can be arranged as above. In any event a dealer will always sell spot deliveries at a lower price to avoid storage.

Interested Canadian firms, particularly those in the Maritime Provinces, communicating with the Bristol office will be placed in touch with importers in this area.

NEWSPRINT IN SCOTLAND AND NORTHERN IRELAND

TRADE COMMISSIONER G. B. JOHNSON

Glasgow, August 8, 1927.—In a report from this office on newsprint, dated June of last year, and published in the *Commercial Intelligence Journal*, it was stated that, "with the enormous developments in the last few years in Canada, and particularly last year when there was some speculation as to whether production in Canada was not over-shooting the mark, and with still further increases planned, the time possibly may be approaching when the demand on the North American Continent will lag behind production. In that event it would seem to be an opportune time for Canadian companies to try out the British market."

The latest information from Canada indicates that with the great anticipated production in 1927 of over 2,000,000 tons—double that of 1922—newsprint firms because of this rapid expansion may now be more responsive to opportunities in an untapped market than formerly.

The industry is so great and well-organized that with doubt it possesses comprehensive information and a world-wide view of the newsprint situation so that it may be difficult in such a report as this to supply information about this market not already well known. But the industry's concentration on the North American market to the virtual exclusion of Great Britain, which presents

possibilities small and difficult in comparison, may have led it to under-estimate or ignore opportunities during expansion which would be welcome in a time when the demand is more easily satisfied. That is a difficulty. It is much harder to get business in a new market when needed than to nurse that market when it is not necessary except for future business.

The imports into Great Britain of printing paper (including news) in 1925 were 184,000 tons. In 1921 the imports were 120,000 tons, and there was almost a steady increase each year in that period. Canada's contribution to the 1925 figure was 17,000 tons, which was a large increase over any recent year. Newfoundland sent 59,000 tons, Finland, 31,000, Sweden 29,000, Norway 36,000, and the Netherlands 7,500. British exports during 1925 were 117,200 tons, which is greatly in excess of any recent year. Nearly the whole of it went to Australia.

Taking Scotland alone, the imports of paper and cardboard in 1925 were 59,800 tons. Newsprint no doubt accounted for most of this figure. At Belfast the imports were 9,400 tons.

There is no question of the quality of Canadian newsprint, which is undoubtedly popular with the British publishers, and Canadian mills if they can supply it at competitive prices will nearly always have a preference over the Continental product. The Scandinavian is much cheaper than the British, the latter at the present time being £16-10s. a long ton d/d, while the Scandinavian runs from about £14 to £15. 5s. per ton c.i.f., which means that another 10 shillings has to be added for delivery. The British make, however, is more satisfactory than the Scandinavian and is preferred by many of the leading firms. For instance, the paper used in printing three at least of the leading London papers (two daily and one Sunday) is of British make. These newspapers give heavier weights than most other newspapers and for a special finish are willing to pay £17 per ton. The present tendency is to limit supplies of foreign make as deliveries are very unsatisfactory. Quality also is often disappointing, but some newspapers for financial reasons prefer Scandinavian. From the Canadian point of view the question of delivery is vitally important. Newspaper offices as a rule have no storage accommodation, so that regular deliveries are absolutely essential.

One important group of Glasgow papers (comprising two dailies and one weekly) using about 200 tons of newsprint a week, now secure 80 per cent of their requirements from a Scottish mill and from Newfoundland. The Scottish mill has a contract for nine years ahead, and in the case of the Newfoundland firm, three years. The other 40 tons, which now comes from Scandinavia, is open for competition. The Scandinavian product is reported to be of excellent quality. The weights of these papers are 14 to 14½ pounds demy, 500 sheets to a ream; the width of rolls, 34¾, 17¾, and 69½ inches.

Another important group of Glasgow papers, consisting of three dailies, uses papers all made in this country. The consumption is 400 tons per week. The opinion of this company is that Canadian newsprint is very good, and if they were not buying British paper they would certainly use Canadian. For these papers the weight is 15 to 15½ pounds demy, 500 sheets to a ream, except in the case of one, which is 17 to 18 pounds demy.

Two Aberdeen papers use between them 2,300 tons per annum, of which half is English made, and half Scandinavian. Reels of about 6 cwt. each are used, the substance of the paper, demy 14 to 15 pounds; width of rolls, 36¼ and 41 inches. These papers would most likely give a preference to Canadian newsprint over foreign. The price they pay includes all charges for storage, etc.

A group of papers in Dundee, which includes dailies and weeklies, uses 15,000 tons a year. Weight, 13¾ pounds demy (nothing beyond 14 pounds), 500 sheets to a ream, standard width of rolls, 33½ inches, but a considerable proportion of 16¾ inches. In this case Canadian paper would be preferred if the supply were regular year after year and not spasmodic as it has been in the past. In

the opinion of this house, Canadian firms never stay long enough in the British market for much business to be done. Two or three years ago Canadian firms got contracts, but later on they were not in the market for renewal orders.

The managing director of an important newspaper group in Edinburgh informed the writer that his newsprint is English made, but if he were using imported paper it would be Scandinavian rather than Canadian because of the necessity for quick deliveries, and because his experience had been that the rolls of paper become more damaged at the edges in the case of Canadian paper through greater handling. The problem of damaged edges has, however, it should be stated, now been overcome by the use of wooden ends in packing.

At one time before the war the Belfast papers were largely supplied by a well-known Canadian firm, but this business was stopped by the war and does not appear to have been renewed.

The landing charges and cartage for newsprint at Glasgow amount to 9s. 4d. per ton; at Dundee 6s. 6d.; and Aberdeen 4s. 1d.

CONDITIONS IN THE IRISH FREE STATE

TRADE COMMISSIONER F. W. FRASER

Dublin, August 11, 1927.—The half-yearly reports of the Irish banks have now been published and on the whole a slightly lower range of profits is shown for the first half of 1927. Dividends have been maintained at the previous rate, however, in each case, and a substantial amount set aside for strengthening reserves. Referring to the agricultural situation, the Chairman of the National Bank, in addressing the shareholders, stated that little improvement in general conditions in England or Ireland was noticeable since the position was last reviewed, notwithstanding the continuance of industrial peace. The effects of the prolonged coal strike in Great Britain were still reflected in the slackness of demand for Irish produce. The position of Irish produce had improved considerably in the English markets, and the prospects of the industry were bright. Much benefit was expected to result from recent Government attention to the dairying industry, and the elimination therefrom of wasteful competition. The cattle trade presented many points of interest, not the least of which was the present dearth of store cattle in England and its reaction here. Much discussion was being devoted to the alternative systems of fattening or store exporting; but Ireland was fortunate in being a breeding country, and thus in a position to adapt her activities to market requirements. A renewed demand for home beef would, it was thought, follow a settlement of the competitive war between the meat trusts. In the meantime, however, graziers continued to do badly.

An "average harvest" is the forecast of the Department of Lands and Agriculture in its monthly survey of agricultural conditions in the Free State. A period of fine weather during July gave a much-needed impetus to the growth of all crops and led to an improvement in the state of the pastures and this improvement was reflected in the condition of all classes of live stock. The root crops made a fair recovery from the effects of uneven germination, although in some areas turnips were re-sown.

Traffic receipts of the Irish railways for the thirty-one weeks ended August 6 were £2,476,369, a decline of £55,304 from the corresponding period of last year; and clearing returns of the Dublin banks were £151,568,000 against £152,556,200.

Imports for the six months ended June 30, 1927, were valued at £29,735,673 against £29,494,874 for the corresponding period in 1926; exports at £18,410,676 against £17,203,448; and re-exports at £364,320 against £405,724. Cattle exports increased from 225,268 in the 1926 period to 258,608 in 1927. Sheep rose from

155,492 to 191,648, pigs from 67,603 to 164,085, and poultry from 400,001 to 417,375. Shipments of horses dropped from 6,404 to 5,330. Exports of porter from the port of Dublin amounted to 411,776 hogsheads against 507,052 hogsheads, and shipments of whiskey to 54,658 gallons against 102,095 gallons.

An important advance has been made in the scheme for the combined marketing of Free State creamery butter by the formation of the Irish Associated Creameries, Ltd., the organization of which is progressing favourably. The articles of association were registered some weeks ago, and 105 proprietary creameries have already applied for shares and signed the necessary three years' contract to place their butter at the disposal of the company for that period. Assurance of support had previously been received from the co-operative creameries purchased by the Government, and it is estimated that the organization is already assured of a supply of milk exceeding 70 million gallons annually.

SAVINGS BANKS IN AUSTRALIA

TRADE COMMISSIONER D. H. ROSS

Melbourne, July 13, 1927.—From time to time, in response to inquiries received from Canada, particulars have been furnished, by this office, relative to the aggregate deposits held by the respective States Savings Banks and the Savings Bank Branch of the Commonwealth Bank, together with rates of interest and investments, hence the inspiration which has caused the preparation of this review now submitted for general information.

In 1913 the State Savings Bank of Tasmania, and in 1920 that of Queensland, were taken over by the Commonwealth Bank, though two savings banks—one in Hobart and the other in Launceston—managed by trustees (private institutions) still continue in Tasmania. The State Savings Bank of Tasmania when taken over had £2,178,305 to the credit of its depositors, and in absorbing the Queensland Savings Bank, the Savings Bank branch of the Commonwealth Bank further increased its funds by £14,841,721.

In each branch of the Commonwealth (Government's) Bank there is a savings branch, besides practically every post office, or at least those conducting money order transactions, accepts deposits from one shilling upwards. To encourage teaching children thrifty habits, money boxes are provided at a first cost of sixpence each with no further cost for replacements.

DEPOSITS IN AUSTRALIAN SAVINGS BANKS

Reports of the Savings Banks of the States, and of the Savings Bank Department of the Commonwealth Bank of Australia, for 1925-26 indicate the total amount at the credit of depositors to have been £196,067,778 or (at \$4.86 to the £) \$952,889,401. The increase in 1925-26 was £12,428,297, of which £5,604,927 represented excess of deposits over withdrawals and £6,823,370 for interest.

In the appended schedule will be found a comparison of the depositors' credit balances in the various State banks (including the two Tasmanian trustee banks) together with those of the Commonwealth Bank Savings Department, during the last two fiscal years:—

Savings Banks	1924-25	1925-26
New South Wales	£ 60,546,786	£ 64,371,265
Victoria	53,988,654	57,340,614
South Australia	17,830,518	19,186,983
Western Australia	5,971,286	6,427,995
Tasmania	2,989,151*	3,203,316
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Commonwealth bank	£141,326,395	£150,530,173
	42,313,086	45,537,605
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Total deposits	£183,639,481	£196,067,778

* Trustee savings banks in Tasmania.

RATES OF INTEREST PAID BY AUSTRALIAN SAVINGS BANKS

The rates of interest—and maximum amounts which can be lodged by each depositor—allowed by the States and Commonwealth Savings Banks vary slightly as can be observed in the appended summary:—

New South Wales.—4 per cent up to £500 and 3½ per cent on any excess up to £1,000. Friendly societies, trades unions, and institutions or associations not carried on for trade or profit were allowed 4 per cent up to £1,000 and 3½ per cent on any excess.

Victoria.—4 per cent on sums up to £500, and 3½ per cent on any excess over £500 up to £1,000, besides 4 per cent on an additional £1,000 if lodged as deposit stock under fixed deposit conditions.

South Australia.—4¼ per cent on depositors' balances up to £500, and on unlimited balance at credit of friendly societies.

Western Australia.—3½ per cent up to £1,000 and 3 per cent from £1,000 to £1,500. For fixed deposits 4½ per cent for one year and 5 per cent for two years' currency.

Tasmania.—4½ per cent up to £300.

Commonwealth Bank.—3½ per cent up to £1,000, and 3 per cent from £1,000 to £1,300.

The total interest paid or credited to depositors by the States and Commonwealth Savings Banks in the last two years was:—

	State Banks	Commonwealth Bank	Total
1924-25	£5,128,592	£1,318,651	£6,447,243
1925-26	5,424,091	1,399,279	6,823,370

STATE SAVINGS BANK OF VICTORIA INCREASES INTEREST

On July 1, 1927, the management of the State of Victoria Savings Bank extended the amount of each deposit in current account from £500 to £1,000 bearing interest at 4 per cent, and on fixed deposits from 4 to 4½ per cent.

Depositors in this bank have in recent years taken up nearly £12,000,000 of Commonwealth Government loans which return a higher rate of interest, while State Treasurers have been selling stocks which return 5¼ per cent, hence it became necessary—in order to maintain the usual flow of deposits—for the Savings Bank to offer more attractive returns so that its credit foncier and other activities would suffer no contraction through lack of funds. While admittedly the present financial position is somewhat stringent, it is considered that the marked development in the hire-purchase system is a factor checking the flow of deposits to all Australian savings banks.

LIABILITIES AND ASSETS, STATES SAVINGS BANKS

Keeping in view the fact that the Commonwealth Bank does not issue a special balance sheet showing the operations of their Savings Bank Department, the following summary indicates the aggregate liabilities, assets, earnings and net profits of the State Governments' Savings Banks (exclusive of the Commonwealth Bank) in Australia in 1925-26:—

<i>Liabilities</i>	
Depositors' balances	£150,530,173
Reserve fund	3,255,000
Profit and loss	366,654
Other funds	457,082
Sundry liabilities	731,914
Total liabilities	£155,340,823

<i>Assets</i>	
Cash and cash balances, etc.	£ 11,037,670
Fixed deposits	20,481,550
Fixed deposits, Government	4,920,555
Government securities—	
Commonwealth	5,941,130
State	71,497,998
Municipal securities, etc.	6,687,713
Mortgages	8,845,522
Credit foncier securities, etc.	22,789,331
Securities of other banks	60,006
Accrued interest, etc.	1,059,418
Bank premises	1,987,131
Other assets	32,799
Total assets	£155,340,823
Gross earnings	£ 7,134,219
Interest on deposits	5,424,091
Expenses, etc.	888,186
Net profit	821,942

NEW SOUTH WALES RURAL BANK

In the returns quoted elsewhere concerning that state, the figures do not include those of the Rural Bank Department of the New South Wales Government Savings Bank.

The rural bank department of the New South Wales Savings Bank has been in existence for six years. At its initiation in 1921 it took over the advance department of the Savings Bank, and thus began its career with an established business, representing something like £4,000,000 of existing advances. By June, 1923, the total advances had grown to £6,300,000 and the bank had over £2,000,000 of customers' deposits. At June 30, 1926, the advances had grown to nearly £9,300,000, advanced to 15,529 customers, an average loan of about £600. From the beginning this rural bank department found its funds for advances from two sources: Government stock and Savings Bank stock on the one hand and customers' deposits on the other. These customers' deposits had on June 30, 1926, increased from the £2,200,000 of June, 1923, to nearly £5,000,000. In addition, this rural bank department made a profit from the outset, the profit for 1926 being £54,000, transferred, like all the profits, to a reserve fund. This institution is financially sound, and has increased its accommodation to customers by about a million a year, which is almost wholly the result of the increase in the amounts deposited with the bank, public borrowings in the last three years having increased by only £180,000. The rural bank department of the New South Wales Savings Bank has more than paid its way, even though a profit of £54,000 on £9,000,000 of advances represents only a shade over $\frac{1}{2}$ per cent, and it has also proved of the highest value to the primary producer.

PROPOSED VICTORIAN RURAL BANK

The Government of the State of Victoria has announced its intention to introduce a Rural Bank Bill in the present session, but has not, so far, intimated whether the proposed bank is to be administered by the Savings Bank Commissioners or if it is to be a separate institution.

STATE SAVINGS BANK OF VICTORIA

With the objective of curtailing this review within reasonable limits, and taking into consideration that the advances of all Australian savings banks are generally made for similar purposes, it is only thought necessary to give more detailed particulars relative to the operations of the State Savings Bank of Victoria as an illustration of what, in the main, other savings banks in Australia are accomplishing.

The State Savings Bank of Victoria (with head office in Melbourne and branches in the suburbs) has 103 country branches and 280 country agencies, all capable of dealing with country applicants for advances. At present, loans can be made up to £2,000 on a country property, though legislation is being sought to permit advances to be increased to £3,000.

CREDIT FONCIER ADVANCES TO FARMERS, ETC.

The principal institution which advances money to settlers on the land in the State of Victoria is the State Savings Bank, the Credit Foncier Department of which was created for making advances to farmers and others, and has authority to borrow up to £10,000,000 for that object. Money may be loaned to farmers, etc., on the security of any agricultural, horticultural, viticultural or pastoral land held in fee simple or on conditional purchase. The loans are secured by a first mortgage on the property, and are payable by cash or by debentures or mortgage bonds at the option of the department. No advance may be less than £50, or more than £2,000, and each advance is limited to two-thirds, or, in the case of returned soldiers, to three-quarters of the value of the land, and in the case of a conditional purchase this amount is reduced by the amount of rent outstanding. Where improvements are effected on a conditional purchase lease to the amount of £1 per acre at least, and the value of the land and improvements exceeds £2 per acre, an additional advance, not exceeding 15s. per acre, may be made. Repayment of advances must be made in half-yearly instalments of principal and interest, a slight reduction in the amount being made in the case of returned soldiers.

In the case of land which has acquired a special increase of value by reason of being cultivated as vineyards, hop-grounds, orchards, etc., advances may be made on the following terms: (a) the total amount which may at any time be advanced must not exceed £100,000; (b) the amount of allowable advance may be increased by one-fourth, but not to a greater amount than £30 per acre; and (c) no advance may be made for a longer period than fifteen years.

The Credit Foncier Department makes advances under several distinct classifications, and at varying rates of interest, under which the principal and interest combined are paid off in a specified term of years, while provision is made, in each instance for repayment of loans much earlier to suit the convenience of borrowers. The terms, etc., are briefly recapitulated as follows:—

Farms, Ordinary.—Loans of not less than £50 nor more than £2,000, not more than two-thirds of the value of the property, as fixed by the commissioners, will be loaned. The advances are made only for the following purposes:

To pay off liabilities on the land offered as security.

To pay off any money owing to the Crown on the land offered as security.

To make improvements on, or to develop, the land offered as security.

To purchase stock or implements for the land offered as security.

To work or carry on the land offered as security.

Repayments under this classification to be made (earlier if desired) by half-yearly payments of £3, 15s. for every £100, each instalment including interest on balance owing at 6 per cent per annum, the remainder being applied in reduction of principal. On this basis the interest is computed at $6\frac{1}{2}$ per cent for the full term of twenty-seven and a half years when both principal and interest are completely paid off.

Farms, Discharged Soldiers.—Advances may be made to discharged soldiers, sailors and dependants of those deceased; also to nurses, members of Red Cross and transport services, who served outside of Victoria in the Great War and have returned to or reside in Victoria. Loans of not less than £50 nor more than £2,000 are granted. Not more than three-fourths of the value of the property,

as fixed by the commissioners, will be loaned. Advances are made for similar purposes to those made on ordinary farms. In addition to the more liberal advance security, repayments on soldiers' farm loans are to be made by half-yearly payments of £1. 15s. for every £100, each instalment including interest on balance owing at $5\frac{1}{4}$ per cent per annum, the remainder being applied to reduction of principal. Thus in thirty and a quarter years principal and interest are paid off.

ADVANCES TO ASSIST FARMERS, FRUIT GROWERS, ETC.

Under various acts of the State of Victoria, advances are made for quite a number of purposes to assist industrial enterprises in which primary producers are particularly interested. The savings bank may advance money to companies in country districts for the erection of freezing or cold storage plants, for establishments for canning fruit, jam factories, fruit cool stores, tobacco curing, etc. In fruit packing and canning, it is provided that the companies must have subscriptions to shares equal in value to not less than two-thirds of the proposed expenditure, and, further, that at least one-third of the shares has been paid for in cash. These loans are payable at such times and at such interest as may be agreed upon by the State Savings Bank.

ADVANCES FOR BUILDING HOMES

The three classifications under which the State Savings Bank of Victoria grants loans to persons desirous of building homes (or acquiring by purchase houses already built) are: (1) for ordinary town or suburban houses; (2) town houses for discharged soldiers; and (3) houses built to the bank's standard specifications and plans.

For Ordinary Town Houses.—The applicant must submit properly drawn plans, but alternatively the bank will prepare plans on payment of £4, 4s. for a residence to cost up to £850, and in varying fees up to £7, 7s. for a home not exceeding £1,200, but above that amount plans drawn by a registered architect are preferred. The amount so advanced is not to be less than £50, nor more than £1,000 (but provision is made, on mortgage terms, to advance from £1,000 to £3,000 up to three-fifths of the bank's valuation). Repayments in eighteen and a half years, by quarterly payments of £2, 5s. for every £100, each instalment including interest on balance owing at 6 per cent per annum, the balance being applied in reduction of principal.

Ex-Soldiers' Homes can be built or purchased under practically the same terms as to ordinary applicants with the exception that this classification also applies to sailors and dependents of those deceased, to nurses and members of the Red Cross and transport services who served in the Great War and are residing in Victoria, but with the qualification that the quarterly payments are reduced to £2 for every £100 advanced, repayments covering a period of twenty-two and a quarter years, each instalment including interest on balance owing at $5\frac{1}{4}$ per cent per annum, the remainder being applied in reduction (and extinction) of the principal.

On Dwelling Houses built according to the bank's standard plans and specifications, the applicant must not own a dwelling house in Victoria or elsewhere, nor be in the receipt of more than £400 a year. A deposit of £50 must be provided on application, and the site for the building has to be approved by the bank. Under this classification the capital cost of the house, land, fences, lighting, water supply, drainage, etc., must not exceed £850 if the dwelling is built of wood, or £950 if constructed of brick, stone or concrete. Every house has to be insured in the bank's trust insurance account.

TOTAL STATE ADVANCES TO HOME BUILDERS

The following statement shows the number and amount of advances, current at June 30, 1926, made by the Credit Foncier branch of the Savings Bank of the State of Victoria:—

On houses and shops to ordinary borrowers	£ 7,809,749
On houses and shops to ex-soldiers	3,395,640
On houses and shops in course of erection	35,139
Number of houses, 25,384. Total advances	£11,240,528
On farms, to ordinary borrowers	£ 2,898,417
On farms, to ex-soldiers	330,238
Number of farms, 4,600. Total advances	£ 3,228,655
Housing Act advances, erected	£ 2,165,276
Housing Act advances, being erected	78,508
Number of houses, 3,822. Total advances	£ 2,243,784
Grand total	£16,712,967

The total amount of debentures and inscribed stock current in the Victorian Credit Foncier on June 30, 1926, was £16,839,850. Of this sum the public held £5,634,550 and the Savings Bank held £11,205,300.

CHEAP MONEY FOR GOVERNMENT INVESTMENTS IN AUSTRALIA

The Commonwealth (Government) Bank is the only banking institution, conducting a general banking business in Australia, which has a savings bank branch, and when it established that innovation the various State Governments protested that it must ultimately reduce the growth of their deposits which were required for development purposes within each State. In 1926 the savings department of the Commonwealth Bank had £45,537,605 to the credit of its depositors, the bulk of which—without this competition for funds—would probably have been deposited in State savings banks. No other banking corporation in Australia solicits savings bank business, whereas in Canada most of—if not all—the banks have savings bank departments and make a feature of encouraging such deposits which, in the aggregate, must represent huge figures. The latter deduction is made because the Dominion Government and Trustee savings banks in Canada show comparatively such a small accumulation of deposits.

Taking the aggregate Savings Bank deposits in Australia for 1925-26, and the aggregate Canadian Savings Bank deposits in 1925 (the latest figures available here), the comparison is rather astounding; hence in quoting the figures they explain the position as follows:—

Australian savings bank deposits in 1925-26—

State savings banks	£150,530,173
Commonwealth savings bank	45,537,605

£196,067,678 @ \$4.86 = \$952,889,401

Canadian savings banks deposits in 1925—

Postal savings bank	\$ 24,662,060
Dominion savings bank	8,949,073
Trustee savings banks (Quebec)	65,837,254

= \$ 99,448,387

Australian savings bank deposits exceed Canadian by \$853,441,014

In its two savings bank branches, the Canadian Government in 1925 credited its depositors with \$33,611,133, which amount, deducted from the total deposits in Australian savings banks, gives the Federal and State Governments of the Commonwealth an advantage of \$919,278,268 in "cheap money" bearing interest from $3\frac{1}{2}$ to 4 per cent (probably averaging $3\frac{3}{4}$ per cent) per annum for investment in developing land settlement, primary production, country industries, house building, etc.

CANNED SALMON PROSPECTS IN AUSTRALIA

TRADE COMMISSIONER D. H. ROSS

Melbourne, July 27, 1927.—Cabled quotations on the present season's pack of British Columbia salmon, received by both importers and agents for the packers, indicate generally a reduction of from 8 to 10 per cent in comparison with the 1926 prices on pinks and cohoes, while—as this mail closes—there has been no alteration in the rates on sockeye or chums. The carry over from 1926 importations is, on expert advice, comparatively small, hence the demand promises to be at least normal.

Last year merchants placed their orders for British Columbia salmon early in the season, as then there were prospects of limited supplies being available. Subsequently Alaska packers, owing to an abnormal catch, declared their prices on Alaska red salmon at such unexpectedly low rates that, despite the preference on Canadian salmon of 6s. (\$1.46) per case of 4 dozen 1-pound cans, they succeeded in obtaining a considerable share of the Australian trade. Recent cables indicate that the Alaska pack is not likely to be so large as that of the 1926 season, and as a consequence prices on that production may be on a higher level.

After last year's experience, merchants are not disposed to place orders for their requirements for Canadian salmon until the declared prices for competing Alaska reds are available a few weeks hence. The Australian agents for British Columbia packers are closely following the situation, but the volume of the business to be obtained depends, at least to some extent, upon competition from Alaska.

IMPORT TRADE OF NEW ZEALAND, CALENDAR YEAR 1926*

ASSISTANT TRADE COMMISSIONER PAUL SYKES

II

Class XIV: Metals, Ores and Metal Manufactures.—Canadian goods form an important part of the New Zealand imports of unmanufactured and manufactured metals, and among the list of commodities imported to a value of £10,000 or over during 1925 and 1926, some fifty in number, only seven show no imports of Canadian origin. The most important from the point of view of Canadian imports is the item of iron and steel bars and rods, of which total imports in 1925 were valued at £317,986 and in 1926 at £260,657. Of these two amounts Canadian goods made up £92,482 and £86,706, or 29 and 33 per cent respectively. Second in importance is the item of steel rails. These were brought in to a value of £298,668 in 1925 and £154,745 in 1926. In the former year Canadian imports were valued at £6,862, and in the latter at £82,915, or practically 55 per cent of the total. The item of wrought tubes under 6 inches in diameter is also one in which the proportion of Canadian goods is large; imports of unenumerated nails from Canada increased from £32,635, some 43 per cent of the total, in 1925, to £35,807 or 56 per cent of the 1926 total, while Canadian fencing staples, although showing a decrease from £20,559 to £15,545, made up in the latter year 85 per cent of the imports of that commodity. In addition there may also be mentioned in this class the following items:—copper plates and sheet (1926 imports, £57,197; Canada, £9,054); channel and girder iron (1926 imports, £49,965; Canada, £10,187); nails, one-inch and under (1926 imports, £12,952; Canada, £2,242); hand saws and blades (1926 imports, £12,506; Canada, £2,709); copper wire (1926 imports, £241,786; Canada, £13,890); barbed wire fencing (1926 imports, £67,864; Canada, £16,225); plain wire

* The first part of this summary was published in our last issue.

fencing (1926 imports, £110,018; Canada, £24,142); woven wire, etc., (1926 imports, £15,939; Canada, £2,994); and miscellaneous hardware, in which imports from Canada in 1926 were valued at £39,577 in comparison with a total in the previous year of £17,463.

The tendency indicated by statistics of imports of the more important items under this heading during 1926 was towards a slight increase in trade, and while in general this is not evident from the figures of imports from Canada, it is yet noteworthy that a proportion of Canadian goods goes to make up the total of almost every item and in some cases this is so almost to the exclusion of goods from all other countries. In the face of competition from European and American exporters, this fact is of considerable significance.

Class XV: Machinery and Machines.—Among the many important items included in this class, four are of outstanding importance from the point of view of Canadian export business. These are, in order of importance, electrical machinery n.e.i., agricultural implements, batteries and cells, and electric generators, motors and transformers. Agricultural implements, comprising something over a dozen types, were imported from Canada to a value of £41,575 in 1926, an increase over 1925 of £1,729, and approximately one-quarter of the total value of these imports. Batteries and cells from all countries in 1926 showed an increase of some 50 per cent over 1925 figures, while Canadian supplies increased from £7,124 to £22,283. Generators and motors showed a slight increase and miscellaneous electrical machinery, which in 1925 was brought in from Canada to a value of £36,797, showed a corresponding import value of £78,803 in 1926. Imports from Canada of one item in this class show a noticeable decrease in 1926 from 1925—materials for and parts of gas and oil engines (1925, £24,861; 1926 £15,162), but the trade in other items remained more or less stationary.

Class XVI: India Rubber and Manufactures (excluding Tires); and Leather and Manufactures.—Very little change will be noticed in the trade in these commodities during 1925 and 1926 if reference is made to the following table, in which the more important data for these years are set out:—

	1925		1926	
	All Countries	Canada	All Countries	Canada
Hose	£ 54,935	£ 9,150	£68,079	£13,780
India rubber manufactures.	34,418	2,396	20,739	2,125
Belting (leather)	20,049	9	17,591	.....
Belting (canvas and rubber)	96,705	24,342	73,082	22,525
Calfskins	13,896	285	.....	.....
Goat and kid skins	49,983	.....	61,908	.....
Dressed hide leathers.	19,253	66	.....	.....
Japanned leather.	68,868	3,361	42,561	4,383
Sole	59,655	10,146	78,824	15,564
Leather n.e.i.	115,771	10,375	91,906	7,455
Travelling equipment	22,659	11	19,706	114
Miscellaneous manufactures of leather.	22,450	15	26,610	26

Class XVII: Timber and Wood, Cane and Wicker Manufactures.—Of total imports of timber and wooden manufactures of some £1,262,500 in 1926, those from Canada aggregated £199,703, practically 16 per cent of the whole. The more important items included in this total were—rough sawn Douglas fir and cedar (£47,077 and £38,430); dressed hemlock (£26,272); woodenware (£15,346); dressed Douglas fir (£12,538); doors and sashes (£12,351); and furniture n.e.i. (£12,991). Of these items it may be said that imports of rough sawn cedar increased by some £3,000 from 1925 to 1926, and those of sawn dressed Douglas fir by some £4,500. The trade in rough sawn Douglas fir and woodenware remained at the same level in both years, while a decrease of some £500 is evident from a comparison of 1925 imports of furniture n.e.i. with those of 1926.

Australia is the principal source of supply for imported timber, and in the case of numerous items such as poles, ironbark and other hardwood supplies, fills the whole demand. Imports from the United States are slightly higher than those of Canadian origin, while rough sawn oak from Japan and United Kingdom wood manufactures also contribute largely to the total.

Class XVIII: Earthenware, China, Glass, Cement, etc.—Among the twelve main items of the class, asphalt, china, earthenware, glass, glassware, plaster of paris, and tiles are of paramount importance. Asphalt is imported from the Netherlands, Mexico and the United States and in 1926 the value was £99,605. Imports of china and porcelain were valued at £71,957, those of drain pipes and tiles reached a total of £214,763, while window, plate and sheet glass were brought in to a value of £177,632, all of these being largely of United Kingdom origin. Glassware imports were valued at £223,435, plaster of paris at £34,785, and tiles at £61,405. In only two of these items are Canadian supplies of major importance. Imports of plain glass jars in 1926 totalled £26,093, and of this amount Canadian supplies made up £5,468, or 19 per cent of the total. Similarly, of £34,785, the value of imports of plaster of paris in the same year, no less than £13,648, over 39 per cent of the total, were of Canadian origin.

Class XIX: Paper and Stationery.—Total imports of paper during 1926 were valued at £1,181,935. Of this amount Canada supplied £385,358, an increase of some £40,000 over imports of the previous year, and over 32.5 per cent of the 1926 total. This amount, moreover, was made up largely of newsprint (£251,050), unprinted wrapping paper (£55,261), printing paper other than newsprint (£26,987), and paper boards (£17,892), although paperhangings (£13,918) and writing paper (£12,636) were also of importance. Newsprint imports from Canada made up over 60 per cent, and those of wrapping paper over 90 per cent of total imports under these headings. The bulk of paper imports from countries other than Canada is brought in from the United Kingdom. Stationery, including inks, maps, pictures, etc., was imported to a value of almost £1,000,000 during 1926, but Canadian goods made up only some £20,000 of this amount. Printed books and paper (£4,658) and miscellaneous stationery (£8,707) were the only two items in which Canadian goods were bought to a value of over £2,000.

Class XX: Jewellery, Timepieces and Fancy Goods.—Very few imports of goods under this category are of Canadian origin. In fact, outside of fancy goods and toys, no other item in the class was imported in the years 1925 and 1926 from Canada to a value of £200 or over. Fancy goods and toys, largely of United Kingdom and German make, showed an import value of £418,698 in 1926 (Canada, £2,061). Of the two other items showing imports of £100,000 or over in 1926, that of sporting goods (£120,548) shows imports of Canadian origin valued at £23 during 1926, and that of watches £156 (1926 total, £104,359).

Class XXI: Optical, Surgical and Scientific Instruments.—As in the case of Class XX, comparatively small amounts of these goods are brought in from Canada. Total imports of films, opticians' materials, cameras, surgical and dental instruments, etc., in 1925, were valued at £519,288, and in 1926 at £544,703. Of the former amount the value of Canadian goods made up £25,183, while in the latter case they amounted to £14,859. Imports of Canadian cameras decreased from £17,464 in 1925 to £11,343 in 1926; those of surgical and dental instruments decreased by £635; and those of albumenized paper by £3,538.

Class XXII: Drugs, Chemicals, Druggists' Wares and Manures.—Total imports of these commodities were valued at some £1,600,000 in 1926. Of this

amount Canadian imports made up £28,391. Four items are of importance. Of total imports of calcium carbide valued at £15,313 in 1926, those from Canada made up £11,209, some 73 per cent of the total. A slightly larger value was placed on imports of perfumery and toilet preparations from Canada (£11,552), but this amount formed only 8 per cent of the total imports (£149,808). Medicinal preparations were brought in to the value of £311,202 (Canada £2,444). The fourth item imported to a value of £1,000 or over was acetic acid (total 1926 imports, £3,410; Canada, £1,817).

XXIII: Vehicles and Miscellaneous.—The chief items included in the first half of this category are bicycles and materials, motor bicycles, and materials, and motor vehicles for road traffic. Total 1926 imports of bicycles were valued at £200,992, and of this amount Canadian goods made up £8,729, the largest item in this amount being finished bicycles valued at £5,662. Total imports of these goods decreased in value by some £45,500 in 1926, while those from Canada showed a drop of £4,128 from the previous year. Of the total 1926 imports of motor cycles and parts valued at £235,484, those from Canada made up £144, a decrease from the previous year of £364. Total imports of motor vehicles, chassis, tires and parts in 1926 amounted to £4,966,326, and of this amount Canadian goods made up £1,300,245.

In view of the importance of New Zealand's trade in motor vehicles, the following table shows total imports in thousands of £, those of Canadian origin, and their percentage of the total. The reasons for the decline in number and value of motor vehicles are that certain firms who were shipping complete cars from Canada are now assembling in New Zealand, together with the fact that the total imports of these have declined. Imports of rubber tires, while still making up 42.7 per cent of the total, declined from £590,000 in 1925 to £397,000 in 1926. Altogether imports of these commodities of Canadian origin will be seen to have decreased by some £700,000 from 1925 to 1926.

	1923			1924			1925			1926		
	Total	Can- ada	Per cent	Total	Can- ada	Per cent	Total	Can- ada	Per cent	Total	Can- ada	Per cent
	£	£	%	£	£	%	£	£	%	£	£	%
Passenger other than buses.....	1,936	928	47.4	2,673	1,495	52.2	3,040	959	31.5	2,627	475	18.1
Chassis for above.....	140	42	30.0	193	98	50.8	350	221	63.1	453	294	64.9
Chassis for lorries, trucks, etc.....	323	82	25.4	646	168	26.0	728	151	20.7	596	70	11.7
Rubber tires and tubes..	741	218	29.4	596	240	40.0	1,148	590	51.4	929	397	42.7
Springs, etc.....				21	8	38.1	24	8	33.3	22	6	27.2
Unspecified.....	150	30	20.0	249	58	23.3	309	78	25.2	327	57	17.4
Other.....	30			31	10	32.2	30	13	43.3	12	2	15.0
	3,320	1,300	39.2	4,409	2,077	47.1	5,629	2,020	35.9	4,966	1,301	26.2

Among the miscellaneous imports, pianos are of outstanding importance from the point of view of Canadian exports. Canadian pianos valued at £24,684 were imported into New Zealand during 1926, an increase in value over imports of the previous year of £11,259. Phonographs, the only other item showing a Canadian import value of £10,000 in 1926 or over, were brought in to a value of £10,131.

SUMMARY

Numerous changes in both volume and composition which have taken place in the trade from Canada to New Zealand during recent years may be summarized under three headings: (1) Canada's relative position as a source of New Zealand's imports; (2) the actual volume of Canadian exports to New Zealand; and (3) the composition of this volume.

Reviewing the standing of the more important countries in which New Zealand makes her foreign purchases, it becomes evident that during each of the last four years Canada has maintained her position as the fourth most important source of this trade. Goods of Canadian origin accounted for 6.8 per cent of the total imports in 1923, 8.1 per cent in 1924, 7.5 per cent in 1925, and 6.9 per cent in 1926. In each of these years the United Kingdom has furnished about 50 per cent of the imports, the United States a proportion which has increased from 16 to 20 per cent, and Australia from 8 to 11 per cent.

From the standpoint of volume, without reference to price fluctuations during the four year period, the 1923 total of imports of Canadian origin of £2,950,984 had increased to £3,914,404 in 1924, and to £3,916,237 in 1925, but fell off in 1926 to £3,431,533. This latter figure, however, while less by some £500,000 than that of the previous year, was still £600,000 higher than that of 1923, and the drop of £500,000 is more than accounted for.

As illustrating the changes in New Zealand's import trade from Canada in particular items, no better indication can be had than that given in the following table. Imports of the more important Canadian goods are given for the years 1925 and 1926, together with the quantity and percentage of increase or decrease. It should be noted, however, that the comparison is only one between particular items and not between groups of commodities, and also that fluctuations may be accounted for in some cases by recent statistical reclassification.

Imports into New Zealand of Certain Goods of Canadian Origin, 1925 and 1926,

with Actual and Percentage Increase or Decrease

Commodities	Imports 1925	Imports 1926	+ Increase or - Decrease	
			Quantity	Per Cent
Passenger automobiles..	£959,053	£474,629	- £484,424	50.5
Tires and tubes..	589,843	396,622	- 193,221	32.8
Chassis for passenger automobiles.. . . .	220,827	293,944	+ 73,117	33.1
Newsprint..	227,279	251,050	+ 23,771	10.5
Fish preserved in tins..	118,332	111,090	- 7,242	6.1
Boots and shoes n.e.i..	82,846	109,939	+ 27,093	32.7
Iron and steel bars and rods	92,482	86,026	- 6,456	7.0
Railway rails	6,862	82,915	+ 76,053	1108.3
Electric machinery n.e.i..	36,797	78,803	+ 42,006	114.2
Chassis for motor lorries..	151,443	69,775	- 81,668	53.9
Apparel and ready made clothing.. . . .	75,414	63,127	- 12,287	16.3
Wrought tubes 6 in. and under int. diam..	57,567	57,488	- 79	0.1
Materials for automobiles n.e.i.. . . .	77,527	56,237	- 20,290	26.2
Wrapping paper	52,392	55,261	+ 2,869	5.5
Douglas fir rough sawn	47,282	47,077	- 205	0.4
Cedar, rough sawn..	35,505	38,430	+ 2,925	8.2

WORLD MOTOR TRANSPORT CONGRESS

The fourth World Motor Congress is to be held in London on November 14 to 16 inclusive. The three former congresses were held in the United States. The congress will welcome delegates of the national organizations of motor users and motor traders, and of any important national bodies intimately connected with transport.

The following six subjects have been selected for discussion at the congress: (1) Road construction and improvement in relation to the development, efficiency and economy of road transport; (2) motor transport as an instrument of development of world resources; (3) the necessity for co-operation between road and rail transport; (4) the development of motor vehicles suitable for service on bad roads and for cross-country purpose; (5) the improvement of facilities for international travel by road; (6) fuels and fuel supplies for road motor vehicles.

Mr. Horace Wyatt, 21 Northumberland avenue, London, W.C.2, is the organizer of the congress, to whom all inquiries should be directed.

ECONOMIC AND SOCIAL CONDITIONS IN THE BRITISH WEST INDIES

ASSISTANT TRADE COMMISSIONER R. T. YOUNG

Port of Spain, August 12, 1927.—The following summary of a report on the future of the Caribbean Colonies recently published by the British Empire Producers' Organization may be of interest to Canadian manufacturers and exporters now trading to these islands.

Efficient organization of the fruit trade, it is stated, should provide a basis for close economic co-operation, and would, it is believed, prove a partial solution of the pressing problems of adequate ocean transportation which at this time presents itself. This co-operation would tend to bring about a common producers' policy, and would mean co-ordination of agricultural policy. In the past the producer appears to have failed to recognize the benefit underlying co-operation in organized production and marketing. Co-operation throughout the colonies, including British Guiana, is retarded to a large extent on account of the large number of small peasant holders, who are characteristically individualistic, not from a sense of independence but from ignorance or suspicion or both. Because of local difficulties, diversified population, natural catastrophes and the like, a guiding policy is absolutely essential.

Production and trade throughout the colonies to a large extent depend upon social conditions which vary in each of the colonies. Barbados, for instance, is reputed to be more British than Britain in its customs and manners. British Guiana might be likened to one of the Virginias of the thirteen American colonies with a cultivated society which feels that the colony is not a place for the family to remain in for long, with a consequent reaction on its trade and production. Trinidad may be considered the mercantile and most cosmopolitan centre of these parts, almost Canadian in its social habits, while Jamaica is fundamentally British. These varying social conditions place their stamp on the economic life of each colony, and while the home-making faculty is a characteristic common to all the islands, business rests principally on social conditions.

In the purely economic sense these islands vary markedly. Barbados is small, self-contained, cultivated to the last acre, and densely populated. British Guiana is an underpopulated territory, lying below sea level, lacking labour, situated off the beaten tracks of trade with a vast unexplored country lying inland; its large planters in nearly all cases are the principal merchants; Trinidad, once the only and still a very important distributing centre for Venezuela, the Spanish Main and the Eastern Antilles, is rich in oil wells and asphalt. This colony is perhaps the most progressive in organizing its production, and presents the most effective example of co-operation between cultivators and distributors, while Jamaica lies in the trade routes of North America and the Panama Canal. These present but a few of the divergencies of these islands which first present themselves to the observer.

In Barbados, particularly because of the shallow soil which has been intensively worked, the study of scientific cultivation, particularly with respect to fertilizers, is very important. In Trinidad and Grenada fears are prevalent that within a very few years their cocoa will be supplanted by Accras, but the factor of superior quality of their product has not been taken sufficiently into consideration. This must be considered, as it is an all-important item in determining the flavour of cocoas, and the cocoa of these colonies must for that reason alone always command a market. The Department of Agriculture of Trinidad, at the request of the Colonial Office, has already undertaken the supervision of the cultivation of this commodity in Grenada and Trinidad.

Grenada produces about one-third of the world's supply of nutmegs, the balance coming from the Dutch East Indies. Trees take four years to bear,

and based on this length of time joint control, in order to maintain fair prices, was proposed by the Dutch growers a few years ago, but failed to materialize due to lack of agreement in Grenada.

In Antigua the sisal and sea-island cotton industries are progressing favourably, particularly the former, which has no difficulty as regards markets; but in the latter case much remains to be done in creating a demand for garments made of this material. Samples shown are said to support the contention that they are as fine as silk, and are claimed to be much more durable.

THE JAMAICAN BUTTER IMPORT TRADE

TRADE COMMISSIONER P. W. COOK

Kingston, August 12, 1927.—During recent months there has been a marked increase in demand for Canadian tinned butter in Jamaica. For many years a large share of the butter trade has been Canadian, chiefly represented by a well-known Maritime Province brand. Latterly, however, the increase in tariff preference to 50 per cent (namely 15s. per 100 pounds as against 30s. general tariff), and the availability of supplies from Western Canada, have given rise to a spirited competition from other directions.

The import statistics of the Jamaican butter trade are as follows:—

	1926		Jan.-June, 1927
	Lbs.	£	Lbs.
United Kingdom	10,440	960	4,056
Australia	112	10	....
Canada	410,194	37,218	224,947
Trinidad	5	....	....
United States	27,881	2,559	8,445
Cuba	46	4	....
Denmark	6,179	573	1,388
Germany	368	33	530
Holland	6,221	580	399
Syria	78	7	106
New Zealand . . . . .	....	....	4,459
Russia . . . . .	....	....	6,580
Total	461,524	41,944	250,910

Values are not available for the period January to June, 1927.

It appears probable that within the next year or so, and particularly after the establishment of cold storage service on the treaty ships, the Dominion will still further increase her predominance in this trade.

NATURE OF DEMANDS

The character of the market and selling methods are influenced by three main factors:—

- (a) A low *per capita* purchasing power;
- (b) The fact that the retail trade is almost wholly in the hands of a multitude of small Chinese groceries and general stores; and
- (c) Imperfectly developed cold storage facilities, both commercial and domestic.

Thus the bulk of imported butter (locally produced creamery butter is but a fraction of the trade) is retailed by Chinamen from tins under the counter in quantities ranging from a quarter of a pound to possibly a pound and a half. Purchasers of fair quantities are rare, not only because the average Jamaican housewife cannot afford two or three pounds at a time, but also because in most households there would be the danger of considerable wastage due to inadequate chilling apparatus. Therefore the trade demands a bulk container, holding

approximately the amount which the average Chinese shopkeeper can retail in one day; experience has proved that for this purpose the 28-pound hermetically sealed tin is the most suitable. There is a smaller trade in half-pound, one-pound and, more rarely, two-pound unit tins, but four-fifths of the butter sold by the importer is in the 28-pound containers.

There is naturally a wide seasonal variation in production costs in Canada, but there is none in Jamaica. Whereas the island demand is uniform throughout the year, prices in Canada may vary 50 to 60 per cent in a few months. It would possibly be wise for Canadian producers to average their costs, and consequently their price, throughout the year in order to quote uniformly to their distributors in Jamaica, who in turn would then contract some months ahead. Otherwise the local trade would be constrained to buy rather more heavily when Canadian prices were low, which in view of insufficient cold storage accommodation is not always wise or convenient.

ADVERTISING

Price is the main factor in the butter trade. All else being equal, however, it will be found that demand responds very readily to advertising and to the actual make-up or colouring of the metal containers. One Canadian brand owes its success in some measure to its brilliantly coloured tins, which when discarded are frequently used by motor truck drivers to carry spare supplies of water. Thus many a Ford truck plying between Kingston and the outports, with a brightly labelled butter container strapped on the running board, is a not ineffective advertisement for the company.

As regards advertisement proper, it should be pointed out that in almost all cases the distributor carries the retailer. The majority of import agents purchase contract space in the two advertising media of the island, which in turn is resold to their overseas principals at a *pro rata* rate for such publicity as may be decided upon. Thus the Canadian manufacturer can secure newspaper space at the lowest possible figure. A favourite form of advertising for popularizing new brands, and one that is peculiarly applicable to the butter or tinned milk trade, is the prize competition or near-lottery scheme.

TERMS

Jamaican importers buy chiefly for their own account cash against documents; but they also act as agents, selling on behalf of their principals to outside accounts at 30 days' credit. Very few of these large importers or agents will accept *del credere* risk; but outside accounts are always subject to careful scrutiny. Commissions should never be less than 5 per cent.

SHIPPING

Canadian butter is reaching Jamaica not only from eastern ports but also from Vancouver by the vessels carrying Douglas fir to the island. The difference in freight rates from Montreal and Calgary is now insignificant, so that Western firms are able to compete on a practical equality. While at present there are no ships running from Canada with more than domestic (or at least very limited) cold storage accommodation, tinned butter appears to be carrying well by under-water stowage, a point that should be insisted upon. One Canadian company shipping in 28-pound hermetically sealed tins went to the trouble of packing the butter contained therein in quarter-pound individually wrapped pats, which promised to be a great convenience to the retailer; but the experiment was not a success.

TRINIDAD "EMPIRE SHOPPING WEEK"

ASSISTANT TRADE COMMISSIONER R. T. YOUNG

Port of Spain, August 4, 1927.—As part of the general scheme of the Empire Marketing Board, the week October 31 to November 5 has been designated in this colony "Empire Shopping Week." Under the direction of a committee of prominent business men, local merchants are undertaking the display of Empire products during that period. By means of a poster campaign and newspaper advertisements consumers' attention is being directed to the value of purchasing Empire goods, which during the week are to be prominently displayed by all the merchants.

A special opportunity will be thereby afforded to Canadian exporters already shipping to this market to consolidate their position by arranging with their agents or representatives for attractive displays. While Canadian goods reach the West Indian markets in large volume, they are not known to the consuming public as well as they might be. Particularly does this apply to Douglas fir, which is reaching this market in ever-increasing quantities, but for which as yet no general demand has been created among the smaller builders and contractors in opposition to pitch pine. Like Canadian flour, which now commands 96 per cent of the British West Indian market, it is possible with corresponding effort for Douglas fir to attain a like position in this colony and to replace the 6,000 M feet of yellow pine now imported. The "Empire Shopping Week" presents the opportunity to make an attractive and practical display of the uses to which Douglas fir may be put.

Canadian firms should lose no time in arranging with their agents to have their goods exhibited during this week in an attractive manner. Manufacturers not represented in this market, and who are desirous of entering it, are advised to communicate with the Canadian Trade Commissioner with a view to exhibition, and owing to the early date at which this event takes place no time should be lost. It is further pointed out that such exhibits may be used for similar purposes at the "Empire Shopping Weeks" of the other British West Indian Colonies to be held at later dates, notification of which will be published in the *Commercial Intelligence Journal*.

THE WORLD'S WHEAT CROP

Mr. Frederic Hudd, Canadian Trade Commissioner in New York, writes as follows under date August 26:—

According to a statement issued by the Crop Reporting Board of the United States Department of Agriculture, the world's wheat area this year will probably be the largest ever harvested. It will be even larger next year, and if growing conditions are favourable there will be an increase in world production of this cereal.

In the opinion of the Board, the probabilities are that American wheat will remain on a "world market" basis in 1928, and with average yields in important producing countries, the world market situation will not be as favourable as now for disposing of American export wheat.

With a gradually increasing acreage, world wheat supplies will probably be great next year, unless crop yields fall below the average. The world crop of 1927 being harvested now, according to the Board, will probably be little if any larger than that of last year. The Board estimates that the 1927 crop will probably provide an export surplus of between 220,000,000 and 240,000,000 bushels—the largest since 1925.

TRADE AND ECONOMIC CONDITIONS IN HONGKONG

TRADE COMMISSIONER L. M. COSGRAVE

Shanghai, July 22, 1927.—During a visit recently to the Crown Colony of Hongkong, opportunity was taken to discuss trade conditions with the chief official trade bodies, and with foreign and Chinese importers of those commodities which are of interest to Canada.

The lack of official statistics entails considerable difficulty in analyzing the effect that the troubled conditions for the past two years has had upon trade in general, but the considered opinion of those firms who depend upon imports and exports is that there is a definite improvement in practically all main lines, and that goods are now moving with comparative freedom between Hongkong and its main distributing point, Canton.

Now that the militarists of South China have moved north to Hankow and Nanking, the old-established trading instinct of Canton has again asserted itself, and the feeling between the Hongkong and Canton merchants is of a noticeably friendly nature. Small disturbances continue to arise, due to the large number of unemployed in Canton. The confidence of the larger firms and investors in the future of Hongkong is borne out by the extensive building program that is now being carried through.

DEMAND FOR SMALL MACHINERY FROM THE INTERIOR

The progress towards normal conditions in South China is evident by the recent increase in inquiries for small machinery such as small stationary engines of 1½ to 10 horse-power, wood and metal-working lathes, hardware, and small hand-power machines for road and building construction. The latter demand is chiefly due to the increase in wages to unskilled and semi-skilled labourers as a result of the general unionization of labour. Semi-skilled labourers in industrial works in Canton are now receiving from \$1.80 to \$2.20 Mex. per day, an increase of over 100 per cent during the last year, and this situation is causing Chinese employers of labour, both large and small, to consider for the first time the introduction of labour-saving devices.

WHEAT AND FLOUR

Imports of wheat into South China are negligible, owing to the absence of modern flour mills. These are located chiefly in Shanghai and North China. Certain Shanghai mills cater solely for the South China market, which demands a soft wheat flour that is not popular in the north. Sales of imported Canadian and American flour are reported fairly satisfactory, though the lack of demand and transportation up the Yangtze river has intensified competition by the Shanghai mills which has reacted on sales of imported brands in South China. This situation will probably continue until transportation is resumed between Shanghai and Hankow. On the other hand, there is a strong anti-Japanese boycott at present developing in South China due to the landing of Japanese troops in Tsingtao, which is regarded by the Southern forces as assistance to the North.

OTHER IMPORTED FOODSTUFFS

Canadian firms have not yet secured a satisfactory share of the canned goods and food-stuffs business in South China, due in some measure to lack of contact with the larger distributors in these lines.

With excellent direct steamer connections and available cold storage on board, there appears to be no reason why Canadian firms should not secure a much greater volume of business. In this connection the Freight Department

of the Canadian Pacific Railway have offered their co-operation in testing the Hongkong market, provided arrangement could be made for a small consignment shipment of assorted canned goods—vegetables, celery, lettuce, onions, etc.—and steps have been taken to put the above into effect.

Canadian Kraft cheese, bacons, pork products, and frozen fish are reported to be increasing in sales, though at present this class of foodstuffs is handled chiefly through one firm due to the lack of cold storage facilities. Steps are being taken to increase these facilities by other firms.

LUMBER

Though Hongkong is not as yet a large importer of sawn lumber for building purposes, greater interest than formerly is being displayed. A large British firm has placed a trial order for assorted sizes of Douglas fir, and it was stated that there is a steadily growing demand for a better class of lumber than has been formerly used. The slower-growth Canadian timber should prove very satisfactory under the climatic conditions in Hongkong.

SUNDRY MANUFACTURED LINES

Canadian knitted goods such as bathing suits, underwear and light-weight sports wear are handled by a number of the leading departmental stores and are reported satisfactory both in price and quality.

ARMY SUPPLIES

The Navy, Army, and Air Force Institutes now purchase all supplies for the British Army troops in South China. These consist of some 4,000 men in addition to the permanent garrison. This organization also supplies Singapore, using Hongkong as a collecting base. Their chief requirements are canned fruits and vegetables, bacons, jams, cheese, butter, condensed milk, salmon, and certain canteen supplies such as polishes, confectionery, sports equipment, canvas shoes, and running vests. At the present time, orders are placed through the Shanghai office. The Institutes are being supplied with all their requirements in condensed milk, confectionery, salmon, and jams from Canadian sources. They will be glad to receive samples and c.i.f. prices Shanghai, Hongkong and Singapore on all foodstuffs and other goods.

STABILITY OF HONGKONG TRADING FIRMS

As an indication of the strength and stability of the old-established Hongkong importing firms, despite the troubled and almost chaotic conditions of the last two years, a graphic illustration was supplied by the Colonial Secretary, who stated that out of the three million dollars allotted by the Home Government to tide Hongkong firms over the results of the anti-British boycott of 1926, only 800,000 dollars had been required or asked for. This should serve to reassure Canadian shippers, who have naturally been seriously disturbed regarding conditions in South China. Generally speaking, these are more satisfactory than in Central or North China.

CABLE RATES TO SOUTH AMERICA

Mr. E. L. McColl, Canadian Trade Commissioner in Buenos Aires, writes under date July 29, that the following are the cable rates from New York to Buenos Aires, Rio de Janeiro, Lima and Valparaiso:—ordinary cables, 42 cents per word; deferred rate, 21 cents per word; cable letters, one-third of ordinary rate; week-end letters, one-fourth of ordinary rate.

MARKET FOR HAMS AND BACON IN MEXICO

TRADE COMMISSIONER C. NOEL WILDE

Mexico City, August 18, 1927.—Although Mexico is capable of raising cattle, sheep and swine in sufficient numbers to meet all the demands of the population, animal foods are still imported in large quantities, and among these imports hams and bacon occupy an important place.

LOCAL PRODUCTION

A recent estimate places the number of swine at about 650,000 head, but this figure is largely guesswork. All travellers in Mexico will have noticed that almost every hacendada or rancher, and indeed almost every peon occupying an area of land sufficient to support an animal, keeps one or more hogs for either breeding or food purposes; this fact suggests that the figure given above is an underestimate.

The areas in which the raising of hogs has reached its greatest development are naturally those in which the crops of maize, barley, chickpeas, and similar cereals are most abundant, as their low price makes the business more profitable; among such areas are the states of Jalisco, Nayarit, Michoacan, and Mexico; considerable quantities are also produced in Tamaulipas.

The industry, however, is almost entirely unorganized, and the quality of the product is recognized as being distinctly inferior to that of other countries where scientific breeding is common. Thus it appears probable that many years will elapse before Mexico produces sufficient hams, bacon, lard, and other hog products to satisfy the demands of the population, and the market will therefore continue to be of considerable interest to the foreign exporter.

PRESENT SOURCES OF SUPPLY

The greater part of the imports of hams and bacon comes from the United States, which is estimated to provide 80 per cent of the total. The only other sources of supply of any importance are France and Spain, which both provide hams of a special quality suited to a limited high-class and specialized trade. In the former case the hams are cooked ready for consumption, and are shipped in hermetically sealed tins weighing from about 9 to 13 pounds (4 to 6 kg.) each; the bone is removed before packing. Spanish ham is of a different quality, and is smoked prior to shipment in such a manner that it can be consumed without further preparation; there are several varieties, the best of which are exported from Seville and Cadiz, and the price is much higher than either the French or American product; thus the demand is limited, and is largely confined to that part of the Mexican population which has lived in Spain or has become accustomed to Spanish dishes.

It is not probable that Canadian exporters are in a position to supply hams of a kind similar to those exported from either France or Spain, and for this reason little further reference will be made to them.

STATISTICS

The statistics of importation as published by the Mexican Government do not provide a separate classification for hams and bacon, and it is therefore impossible to give details of the imports. In view, however, of the large proportion of the total which is exported from the United States, the following table will be sufficient to show the trend of the business:—

Exports of hams and bacon from the United States to Mexico:—

	Hams	Bacon	Total
1913 Tons	396	155	551
	\$ 134,428	53,969	188,397
1918 Tons	341	124	465
	\$ 249,738	105,246	354,984
1922 Tons	497	203	700
	\$ 315,662	141,616	457,278
1923 Tons	526	208	734
	\$ 276,106	126,682	402,788
1924 Tons	532	215	747
	\$ 271,031	122,182	393,213
1925 Tons	515	203	718
	\$ 319,708	147,611	467,319

No details are available for the period subsequent to 1925, but it is understood that the demand decreased slightly during 1926, and has been subject to a considerable further reduction during the present year. On the whole, the above figures indicate that the demand has been fairly constant during the past few years, and that (allowing for imports from sources other than the United States) the market is capable of absorbing from 800 to 900 tons per annum in normal times of a total value of about half a million dollars, Canadian currency.

HOW THE BUSINESS IS DONE

It is customary for the large exporting houses to be represented in Mexico by firms of manufacturers' agents, who are paid either by means of fixed commissions on all sales, or who sell at their own prices, making such profits as the market affords. In contrast with the lard business (in which sales are made direct to wholesalers), hams and bacon are sold direct to retail grocers in less than carload lots, and the agent generally makes himself responsible for payment of accounts. Stocks are not usually maintained in Mexico City (although this is occasionally done, and satisfactory facilities exist for the purpose), but exporters frequently maintain warehouses, with refrigeration, in the cities on the American side of the international border such as Laredo; shipments of retail orders are made direct from these warehouse stocks, and are distributed immediately on arrival.

In this connection, reference should be made to the "drop-off" system of shipment of packing-house products, under which packers send full carloads on a variety of routes, according to the orders received from the cities on those routes. The train drops a car at each city, the shipments for that city are removed, and the following freight train picks up the car, which continues its journey until completely empty. This system is used for the replenishment of stocks at Mexican border points, the balance of shipments which remain unsold on arrival of cars at Laredo being taken into storage at that city, and used to supply the Mexican market. This method eliminates a certain amount of freight charges, rehandling, and other expenses, and is worth bearing in mind when considering the possibilities of competition on the part of Canadian exporters.

METHOD OF PACKING, ETC.

American hams and bacon are usually specially treated—"smoked for export"—for the Mexican market, in order to prevent the rapid deterioration to which they are liable in a tropical country. Each individual ham is wrapped in cloth (usually a kind of stockinette) and afterwards in parchment paper; they are afterwards packed in crates or cases weighing a hundred pounds each, seven to ten hams being the average contents per crate according to size. Bacon is packed in a similar manner, but is shipped in widths of from five to twelve inches—i.e., one side of bacon is cut in two halves longitudinally—and there are eighteen to twenty-two pieces of bacon to a crate.

PRICES

Quotations are usually given f.o.b. shipping point; exporters issue price lists at fortnightly intervals, and these prices are firm until cancelled by subsequent quotations; telegraphic quotations are not customary. On receipt of these lists, the agent canvasses his customers, and cables any urgent orders which he may receive; orders, however, are generally transmitted by mail. Shipments are sent either direct to the purchaser or to the agent as may be arranged, and invoices are also made out as instructed by the agent.

As a guide to ruling prices, it may be mentioned that quotations at the time of writing are 32 cents per lb. f.o.b. Laredo (Texas) for hams, and 39 cents per lb. for bacon. Selling prices to retailers in Mexico City are about 2 pesos 40 centavos per kilo. for hams, and from 2 pesos 85 to 2 pesos 90 centavos for bacon.

TERMS OF PAYMENT

Terms of payment are subject to variation, in accordance with the usual practice of the packers. In some instances cash against documents is required, or thirty days may be granted to approved credits—in the latter case 1 per cent discount is given for cash. Others firms require payment within fifteen days from shipment, the agent being responsible for all accounts and taking all risks—in such cases the agent may give what terms he pleases to his customers, but would naturally limit extended credits to firms of the highest standing.

TARIFFS

The customs duty on hams and bacon entering Mexico is 25 centavos per legal kg., equal to 5.67 cents Canadian currency per pound; in addition, there are surcharges amounting to 10 per cent and 2 per cent respectively of this duty, which bring the total to 7.35 cents per pound. The fee for certification of consular invoices is 10 per cent ad valorem, based upon the value of the shipment at the port of exit.

BELGIUM'S EGG PRODUCTION AND TRADE

TRADE COMMISSIONER Y. LAMONTAGNE

Brussels, August 12, 1927.—Before the war Belgium imported more eggs than it exported. Statistics for the year 1913 show that imports exceeded exports by over 78,000,000 eggs. At the end of the war, Belgium found its egg production greatly decreased. It is estimated that at the Armistice laying hens numbered only about 4,000,000 as compared with 12,000,000 before the war.

However, Belgian aviculture has since made such great strides that last year (1926) the excess of exports of eggs over imports amounted to nearly 400,000,000, and total exports were valued at approximately \$10,000,000. To-day the country is practically independent of foreign sources of supply. The progress made is strikingly illustrated by the following table showing the number of eggs in the shell imported and exported in 1913 and since 1919:—

	Imports	Exports
	Number of Eggs	
1913	212,677,610	134,548,140
1919	16,820,260	5,000
1920	6,328,640	708,105
1921	52,958,955	1,649,670
1922	70,073,300	13,192,050
1923	64,965,650	64,266,675
1924	32,098,810	165,628,555
1925	34,811,600	215,987,555
1926	8,591,410	405,552,040
1927 (six months)	5,215,000	240,615,000

Most of Belgium's eggs are exported to Great Britain, where they compete with the Dutch and Danish product. Of the total 1926 exports, the United Kingdom took 238,287,865 eggs, Holland 90,810,610, and Germany 71,476,825 eggs.

The principal suppliers to Belgium last year were Holland (3,969,660 eggs); Germany (1,907,240); Bulgaria (1,088,200); Great Britain (610,135); France (502,380); and Italy (162,800).

In 1925 there were 19,000,000 head of poultry in Belgium producing about 500,000,000 eggs.

TARIFF CHANGES AND CUSTOMS REGULATIONS

Tariff Changes in Dominica, British West Indies

Ordinance No. 10 of 1927, assented to July 1, contains the following rates of duty on goods imported into Dominica, B.W.I., being an amendment affecting mainly articles in schedule B of the Canada-West Indies Trade Agreement of 1925:—

	British Preferential Tariff	General Tariff
Butter per 100 lbs.	8s. 4d.	15s. 0d.
Butter substitutes, including butterine and oleomargarine per 100 lbs.	7s. 0d.	12s. 6d.
Cement per 400 lbs.	2s. 0d.	4s. 0d.
Cheese per 100 lbs.	8s. 4d.	15s. 0d.
Confectionery, including chocolate creams and sweetmeats of all kinds ad val.	10%	20%
Cordage and twine ad val.	10%	20%
Fish, canned or preserved in jars or bottles per 100 lbs.	8s. 4d.	12s. 6d.
Salmon, trout and mackerel, dried, salted, smoked or pickled per 100 lbs.	4s. 2d.	6s. 3d.
Unspecified kinds of fish dried, salted, smoked, or pickled per 100 lbs.	2s. 1d.	4s. 1d.
Apples per barrel	Free	2s. 1d.
Grain and pulse, nearly all kinds per 100 lbs.	1s. 0d.	1s. 6d.
Wheaten flour per 196 lbs.	7s. 4d.	9s. 4d.
Maize or corn meal per 196 lbs.	2s. 0d.	3s. 0d.
Other kinds of flour and meal per 100 lbs.	2s. 0d.	3s. 0d.
Oatmeal, rolled oats, tapioca and certain other farinaceous preparations per 100 lbs.	8s. 4d.	12s. 6d.
Lard and lard substitutes per 100 lbs.	4s. 2d.	10s. 6d.
Beef and pork, pickled or salted per 100 lbs.	2s. 1d.	5s. 6d.
Meat, canned per 100 lbs.	8s. 4d.	12s. 6d.
Meat, smoked or cured, including bacon and hams . . . per 100 lbs.	8s. 4d.	12s. 6d.
Unspecified kinds of meat, including extracts of meat, game and poultry per 100 lbs.	8s. 4d.	12s. 6d.
Milk, condensed or otherwise preserved, containing not less than 7 per cent of butter fat per 48 lbs.	1s. 4d.	2s. 4d.
Unspecified kinds of milk per 48 lbs.	2s. 8d.	4s. 0d.
Lumber: white pine, spruce, fir and hemlock, unmanufactured, per superficial measurement of one inch thick . . . per 1,000 ft.	12s. 6d.	20s. 10d.
Lumber: pitch pine, unmanufactured, per superficial measurement of one inch thick per 1,000 ft.	12s. 6d.	20s. 10d.
Oak, beech, elm, mahogany and all other hard woods, unmanufactured per 1,000 ft.	16s. 8d.	25s. 0d.
Shingles per 1,000	4s. 2d.	6s. 3d.
Puncheons, pipes, hogsheads, casks and barrels (empty) other than for the exportation of produce ad val.	5%	7½%
Unspecified kinds of unmanufactured wood and timber also furniture and manufactured articles of wood and timber . ad val.	10%	15%
Perfumed spirits, including dentifrices, toilet preparations and washes, other than bay rum ad val.	20%	30%

The ordinance also establishes new rates on spirits, beer, ale, stout, and porter.

The British preferential tariff applies in each case to goods of Canadian and other British origin and the general tariff to all goods originating outside the British Empire.

Grenada Tariff on Canned Fish Revised

A Grenada Customs Duties Ordinance, assented to July 14, 1927, (No. 19 of 1927), revises the duty on "fish, canned or preserved in jars or bottles." The former British preferential rate of 6s. 8d. per 100 pounds becomes 4s. 2d. per 100 pounds; the former general tariff rate of 10s. per 100 pounds becomes 8s. 4d. per 100 pounds. The preference, therefore, has been increased $33\frac{1}{3}$ per cent of the full rate to 50 per cent of the full rate. See also *Commercial Intelligence Journal* No. 1214 of May 7, page 564.

Regulations Affecting Carload Lot Shipments to United States

Carload lot shipments exported from Canada to the United States when arriving at the border ports are now required to be accompanied by a customs bill of lading signed by both the railroad agent and by the shipper or his designated agent. In addition to this customs bill of lading, it is considered important that the shipper confirm the shipment in each case to his customs broker. In this connection the shipper may forward to the customs broker the required commercial invoice of the shipment. The letter transmitting this commercial invoice is in effect the desired confirmation when this letter is signed by a person known to the customs broker to represent the shipper.

These new regulations are contained in a circular issued by the Assistant Secretary of the United States Treasury to various United States collectors of customs. They were agreed upon as a result of a conference held with certain customs brokers along the northern United States border and have for their object the better control of the liquor traffic. The United States collectors of customs were instructed to co-operate with customs brokers in making the new methods effective and at the same time to use discretion in any case where a too literal interpretation would occasion unnecessary embarrassment to the railroads or shippers.

TENDERS INVITED

New Zealand

Copies of plans and specifications have been received from Mr. Paul Sykes, Assistant Trade Commissioner at Auckland, for equipment required by the Public Works Department as follows: valves, pipes, bends and branches to specification for the Waikaremoana electric power scheme; and two sets of transformer oil-drying and testing apparatus to specification.

The specifications are open for inspection at the Department of Trade and Commerce, Ottawa. Tenders, which close on November 29, should be addressed to the Secretary, Public Works Supplies and Tenders Committee.

EXPORTS OF BUTTER FROM ESTHONIA

The export of butter from Esthonia during the first six months of 1927 showed a further increase, as compared with the corresponding period of 1926. Although butter prices for the last eighteen months have been considerably lower than in previous years, the expansion of production is evident, while there is still plenty of scope for further development. Shipments of butter during the first half of the current year amounted to 71,331 casks, as against 65,440 casks in the first six months of last year, and 43,403 casks in 1925. The United Kingdom's purchases rose from 24,606 casks in 1926 to 32,503 casks, and exports to the United Kingdom now account for 45 per cent of the total.

ASSISTANCE THAT CAN BE GIVEN BY CANADIAN TRADE COMMISSIONERS

Many manufacturers and exporters apparently are not fully advised as to the valuable services that can be rendered by Canadian Trade Commissioners. The attached is therefore issued with a view to rendering the activities of Canadian Trade Commissioners of greater use to manufacturers and exporters generally.

COMMERCIAL INFORMATION

1. Manufacturers and exporters can receive up-to-date information through the *Commercial Intelligence Journal* or by direct correspondence with the Department or any of the Canadian Trade Commissioners as to:—

- (a) The present and prospective demand for their goods.
- (b) Foreign and local competition (with specimens, catalogues and prices).
- (c) Details of best selling methods.
- (d) Reports on foreign buyers, though the Department cannot assume any responsibility in any opinions expressed by Trade Commissioners. They, however, will use their best endeavours to advise exporters as to the standing of such firms.
- (e) Specifications of articles in particular demand.
- (f) Inquiries for goods, and by means of an efficient system for collecting such inquiries the names can be obtained from time to time from the Commercial Intelligence Branch of the Department at Ottawa.

AGENTS, BUYERS, AND DISTRIBUTORS

2. Trade Commissioners will also:—

- (a) Recommend to intending exporters the names of responsible parties in a position to act as agents or buyers and distributors.
- (b) Give every possible assistance to such agents, etc., and will introduce them to influential individuals or associations who may be in a position to buy goods from Canada.
- (c) Give confidential information, when so requested, as to the activities of agents appointed by Canadian exporters, or firms to whom sales have been, or are being, made.

3. Trade Commissioners can assist in advising Canadian exporters and manufacturers:—

- (a) As to the best media in which to place advertisements and the form which such advertisements should take, i.e., their adaptation to the special requirements of the community.
- (b) In the display of catalogues, price lists and samples where they can be seen by potential buyers.
- (c) As to the distribution of trade literature and its probable cost.

GENERAL

- 4. (a) Trade Commissioners will always be glad to receive visitors from Canada and introduce them to possible buyers or agents, or put them in touch with such experts as legal advisers, interpreters, and shipping and banking representatives.
- (b) The good offices of Trade Commissioners can always be invoked with a view to settling difficulties which may arise between the Canadian exporters and buyers abroad.
- (c) Trade Commissioners will at any time provide such information as may be available as to freight rates, customs, port dues, etc., so as to enable Canadian firms to quote prices for delivery overseas. They will

be glad also to provide information respecting cost of travel, regulations applicable to commercial travellers, packing and marking of goods, shipping accommodation, storage arrangements, and any other foreign government regulations or conditions which have to be complied with.

FINANCIAL ARRANGEMENTS

5. Particulars can be obtained with regard to:—

- (a) Terms of credit which may be given to foreign buyers.
- (b) Financial houses and banks who will discount bills or give credit.
- (c) Regulations governing the recovery of debts in foreign countries.
- (d) Disposal of goods abroad contracted for but not accepted by foreign buyers.
- (e) Infringement of trade marks or patent rights; and advise on registration.

INFORMATION NECESSARY TO THE TRADE COMMISSIONER

When a Canadian exporter desires the assistance of a Trade Commissioner in marketing his goods abroad, he should in the first letter give that officer the very fullest information in regard to the commodity which he desires to sell as follows:—

- (a) Catalogues and best export prices c.i.f. port of entry, or failing that, f.o.b. Canadian port. It is quite useless to send prices f.o.b. factory.
- (b) Details regarding process of manufacture if convenient.
- (c) If not too bulky, samples of what the firms have to offer should be forwarded—not necessarily a full range—and a draft or money order sufficient to cover the customs duties and landing charges on the samples.
- (d) Bankers' references.
- (c) The proportion of output which is available for export, time required to ship from receipt or order and the quantity for which orders will be accepted.

The Trade Commissioner will thus be in a position to make a survey of his territory, report the opportunities for the lines to be exported, and can then either place the exporter in communication with reliable importers or recommend suitable agents.

TRADE INQUIRIES FOR CANADIAN PRODUCTS

Since the publication of the last *Commercial Intelligence Journal* there have been received the following inquiries for Canadian products. The names of the firms making these inquiries, with their addresses, can be obtained only by those specially interested in the respective commodities upon application to: "THE COMMERCIAL INTELLIGENCE BRANCH OF THE DEPARTMENT OF TRADE AND COMMERCE, OTTAWA," OR THE BOARDS OF TRADE AT ST. JOHN, HALIFAX, QUEBEC, SHERBROOKE, MONTREAL, TORONTO, WOODSTOCK, ST. MARY'S (ONT.), PORTAGE LA PRAIRIE, ST. BONIFACE (MAN.), WINNIPEG, VANCOUVER, NEW WESTMINSTER, AND PRINCE RUPERT; THE CHAMBERS OF COMMERCE AT BELLEVILLE, PETERBOROUGH, HAMILTON, ST. CATHARINES, STRATFORD, GUELPH, BRANTFORD, LONDON, ST. THOMAS, SARNIA, AND VICTORIA (B.C.); THE CHAMBRE DE COMMERCE, DISTRICT OF MONTREAL; BORDER CHAMBER OF COMMERCE, WINDSOR; THE CANADIAN MANUFACTURERS' ASSOCIATION OFFICES AT TORONTO, MONTREAL, WINNIPEG, EDMONTON, VANCOUVER, AND VICTORIA; AND THE KITCHENER AND WATERLOO MANUFACTURERS' ASSOCIATION, KITCHENER (ONT.).

Foodstuffs

772. QUEBEC CHEESE AND WESTERN BUTTER.—A Glasgow firm of produce brokers wish to get in touch with Quebec farmers and co-operatives for business in Quebec cheese; also with western butter shippers.

773. CHEESE.—An import firm in Cork, Irish Free State, are open to represent Canadian cheese exporters.

774. CHEESE.—A firm in Cologne acting for a German manufacturer of compressed cheese wish to get in touch with a first-class Canadian exporter of cheddar cheese in hoops which they wish to import into Germany as raw material for compressed cheese.

775. **PACKING-HOUSE AND DAIRY PRODUCTS AND CEREALS.**—A large firm of Glasgow importers, in a position to handle advantageously packing-house and dairy products and cereals, could give special attention to the offers of responsible firms.

776. **REFINED SUGAR.**—A Glasgow firm of importers want to get in touch with a Canadian sugar refinery for direct business instead of buying through New York or London.

777. **GALLON APPLES.**—An import firm in Cork, Irish Free State, are open to represent Canadian exporters.

778. **OATMEAL AND ROLLED OATS.**—An import firm in Cork, Irish Free State, are open to represent Canadian exporters.

779. **OAT PRODUCTS.**—Dublin agent wishes to get in touch with Canadian exporter of oat products and cereals.

780. **FLOUR.**—Irish Free State agent wishes to represent Canadian flour mill.

781. **SPLIT PEAS.**—A commission agent in Paramaribo, Dutch Guiana, desires to be placed in touch with Canadian exporters of split peas.

782. **FISH.**—A commission agent in Paramaribo, Dutch Guiana, desires to be placed in touch with Canadian exporters of fish.

783. **CANNED SALMON.**—An import firm in Cork, Irish Free State, are open to represent Canadian exporter.

784. **TINNED PEAS AND BAKED BEANS.**—A Glasgow broker would be glad to hear from Canadian firm in these lines wanting an agent in Glasgow.

785. **CANNED GOODS.**—A commission agent in Paramaribo, Dutch Guiana, desires to be placed in touch with Canadian exporters of canned goods.

Miscellaneous

786. **GRAIN.**—A firm of grain importers in Glasgow would like to hear from any good firm of grain exporters not already represented in Glasgow.

787. **OATS.**—An English firm, with offices in Cardiff and London, desire to be placed in touch with a firm in Canada dealing in oats who are not represented in the United Kingdom.

788. **OATS, BARLEY, ETC.**—A Glasgow firm of grain importers would like to get in touch with good grain correspondents, particularly in the West.

789. **HAY.**—A Glasgow firm of importers are interested in offers of Canadian hay.

790. **HAY.**—A Cardiff firm importing Canadian hay desires connections with hay shippers in the Maritime Provinces with a view to business after the close of Montreal navigation.

791. **WHITE PEAS AND MAPLE PEAS.**—A firm of grain importers in Glasgow want a connection for white peas and maple peas.

792. **FISH OIL, TALLOW, AND ANIMAL FATS, ETC.**—A firm of importers want to get in touch with fish oil producers, with packing houses, shipping tallow and animal fats, and shippers of materials for the oil, paint, colour and allied trades.

793. **FOOTWEAR AND RUBBER SHOES.**—A Glasgow importer is open to consider the importation of high-grade footwear and a cheap rubber and canvas shoe (sand shoe).

794. **PAPER.**—A London business man is anxious to get in touch with Canadian manufacturers of newsprint and other qualities of paper who are in a position to make regular shipments to the Orient. Canadian manufacturers interested should forward samples and quotations c.i.f. Alexandria, Egypt, and Colombo, Ceylon.

795. **BOXBOARD.**—A Liverpool firm of boxboard manufacturers who are already familiar with, and from time to time use, various classes of Canadian boxboard are open to entertain direct offers from Canadian manufacturers on both white-lined and cream-lined granite board. Two representative sample sheets are on file at the Department.

796. **WOOD PULP.**—A Glasgow importer who has open accounts with every paper mill in Scotland is anxious to get an agency for wood pulp.

797. **TIMBER.**—A Glasgow firm want to get in touch with manufacturers of Douglas fir, Port Orford cedar and other B.C. woods.

798. **GALVANIZED NAILS.**—A Glasgow firm are interested in nails (galvanized) for slating

799. **ASBESTOS SPINNING FIBRES AND ASBESTOS MILLBOARD FIBRES.**—A Glasgow firm of rubber and asbestos manufacturers invite offers of the above.

800. **NATURAL PRODUCTS.**—A Glasgow firm doing business in Canadian asbestos would like to add other lines of natural products with a reasonable prospect of creating interest in the Scottish market.

801. **LADIES' UNDERWEAR AND SILK HOSIERY.**—A manufacturers' agent, with offices in Canada, Australia and China, who sails shortly for New Zealand and Australia, inquires on behalf of a principal in New Zealand for the following lines: ladies' underwear in artificial silk, silk knitted, cotton and silk knitted, ribbed and flat knit, also ladies' silk hosiery in a full-fashioned line, as well as mocked seam in pure thread silk, also artificial silk twisted with pure thread in all colours. Samples requested.

802. **REPRESENTATION IN SOUTH AMERICA.**—A business man (Canadian), at present commercial manager for a large concern in Brazil, speaking and writing Spanish and Portuguese fluently, wishes position as South American representative, manager of branches or other post, where a thorough knowledge of South American business methods and absolute integrity are essential.

FOREIGN EXCHANGE QUOTATIONS FOR THE WEEK ENDING AUGUST 29, 1927

The Foreign Exchange Department of the Bank of Montreal has furnished the following statement of the nominal closing quotations for all the principal exchanges for the week ending August 29, 1927. Those for the week ending August 22, 1927, are also given for the sake of comparison.

Country	Monetary Unit	Parity	Week Ending August 22, 1927	Week Ending August 29, 1927
Britain	£	\$4.86 $\frac{3}{4}$	\$4.8618	\$4.8595
Belgium	Belga	.1390	.1392	.1391
Czecho-Slovakia	Crown	.20263	.0296	.0295
Finland	Mark	.0252	.0252	.0252
France	Fr.	.1930	.0392	.0391
Holland	Florin	.4020	.4008	.4007
Italy	Lire	.1930	.0544	.0543
Spain	Pes.	.1930	.1687	.1683
Portugal	Esc.	1.0805	.0505	.0500
Switzerland	Fr.	.1930	.1928	.1927
Germany	Reichs Mk.	.2382	.2379	.2378
Greece	Dr.	.1930	.0131	.0131
Norway	Kr.	.2680	.2604	.2597
Sweden	Kr.	.2680	.2685	.2683
Denmark	Kr.	.2680	.2679	.2676
Austria	Schilling	.1407	.1412	.1412
Japan	Yen	.4985	.4740	.4730
Siam	Tical	.3709	.4500	.4500
India	Rupee	.3650	.3625	.3625
United States	\$	1.0000	1.0000	.9995
Mexico . . . . .	\$	.4985	.4745	.4760
Argentine Rep.	Peso (Paper)	.4244	.4268	.4260
Brazil	Mil.	.5462	.1185	.1190
Jamaica	£	4.86 $\frac{3}{4}$	4.8600	4.8600
British Guiana	\$	1.0000	1.00 $\frac{3}{8}$ —1.01 $\frac{5}{8}$	1.00 $\frac{3}{8}$ —1.01 $\frac{5}{8}$
Barbados	\$			
Trinidad	\$			
Dominica	\$			
St. Kitts	\$			
Grenada	\$			
St. Vincent	\$			
Tobago . . . . .	\$	.....	.6025	.6081
China	Tael			
Batavia, Java	Guilder			
Peru	Libra			
Singapore, Str. Settlement . . . . .	\$	.5678	.5612	.5612

PROPOSED SAILINGS FROM CANADIAN PORTS

(The sailing dates are approximate and subject to change without notice)

From Montreal

To ANTWERP.—Canadian Rancher, Sept. 12; Canadian Aviator, Sept. 22; Canadian Hunter, Oct. 1—all C.G.M.M.; Melita, Sept. 8; Bosworth, Sept. 17; Berwyn, Oct. 1—all Canadian Pacific.

To AVONMOUTH.—Colonian, Sept. 10; Oxonian, Sept. 17; Huronian, Oct. 1—all White Star-Dominion; Salacia, Cunard Line, Sept. 24.

To BELFAST, LONDONDERRY, CORK AND DUBLIN.—Fanad Head, Head Line, Sept. 15.

To CARDIFF AND SWANSEA.—Canadian Leader, Sept. 9; Canadian Mariner, Sept. 23—both C.G.M.M.

To DUNDEE.—Cairnglen, Thomson Line, Sept. 10.

To GLASGOW.—Marloch, Sept. 10; Metagama, Sept. 29—both Canadian Pacific; Athenia, Sept. 9; Letitia, Sept. 23; Gracia, Sept. 30—all Cunard Line.

To HULL.—Comino, Sept. 7; Bay State, Sept. 17; Ariano, Oct. 4—all Furness Line.

To LIVERPOOL.—Montclare, Sept. 9; Montrose, Sept. 16; Montcalm, Sept. 23; Minnedosa, Oct. 1—all Canadian Pacific; Megantic, Sept. 10; Doric, Sept. 17; Albertic, Sept. 24; Regina, Oct. 1—all White Star-Dominion.

To LONDON.—Canadian Rancher, Sept. 12; Canadian Aviator, Sept. 22; Canadian Hunter, Oct. 1—all C.G.M.M.; Ascania, Sept. 16; Alauina, Sept. 23; Ausonia, Oct. 1—Cunard Line; Comino, Sept. 7; Bay State, Sept. 17; Ariano, Oct. 4—all Furness Line.

To MANCHESTER.—Manchester Regiment, Sept. 8; Manchester Commerce, Sept. 15; Manchester Producer, Sept. 22; Manchester Citizen, Sept. 29—all Manchester Liners.

To NEWCASTLE AND LEITH.—Cairnglen, Sept. 10; Cairnesk, Sept. 17; Cairnmona, Sept. 24; Cairntorr, Oct. 1—all Thomson Line.

To HAMBURG.—Cairnglen, Sept. 10; Cairngowan, Sept. 22—both Thomson Line; Hada County, Sept. 7; Brant County, Sept. 20—both County Line.

To HAVRE.—Laval County, County Line, Sept. 21.

To ROTTERDAM.—Grey County, Sept. 7; Queens County, Sept. 22—both County Line.

To COPENHAGEN AND BALTIC PORTS.—Pennsylvania, Scandinavian-American Line, Sept. 15.

To ITALIAN PORTS.—Vallarsa, Sept. 10; Vallemare, Sept. 15—both Lloyd Mediterraneo Italian Service.

To SOUTH AND WEST AFRICAN PORTS.—Cariboo, Elder Dempster Line, Sept. 15.

To NORWEGIAN PORTS.—Topdalsfjord, Sept. 25; Randsfjord, Sept. 30—both Norwegian-American Line.

To AUSTRALIAN PORTS.—Canadian Highlander, Sept. 10; Canadian Traveller, Oct. 1—both C.G.M.M.; a steamer, New Zealand, SS., Sept. 17.

To NEW ZEALAND PORTS.—Canadian Pioneer, C.G.M.M., Sept. 24; a steamer, New Zealand SS., Sept. 24.

To ST. KITTS, ANTIGUA, BARBADOS, TRINIDAD AND DEMERARA.—Canadian Runner (calls at Guadeloupe), Sept. 8; Canadian Squatter, Sept. 22—both C.G.M.M.

To BERMUDA, BAHAMAS, JAMAICA AND BRITISH HONDURAS.—Canadian Forester, Sept. 14; Canadian Fisher, Oct. 5—both C.G.M.M.

To ST. JOHN'S, Nfld. (via Charlottetown).—Canadian Sapper, C.G.M.M., Sept. 22.

To CORNERBROOK, Nfld.—New Northland, Sept. 14, Sept. 28; Nayarit, Sept. 19—both Clarke SS. Co.

From Quebec

To ANTWERP.—Montnairn, Sept. 9; Montroyal, Sept. 9—both Canadian Pacific.

To SOUTHAMPTON AND HAMBURG.—Empress of Scotland, Sept. 7; Empress of France, Sept. 14; Empress of Australia, Sept. 21; Empress of Scotland, Sept. 28—all Canadian Pacific.

From St. John

To BERMUDA, ST. KITTS, ANTIGUA, MONTSERRAT, DOMINICA, ST. LUCIA, BARBADOS, ST. VINCENT, TRINIDAD AND DEMERARA.—Canadian Carrier, Sept. 10; Canadian Pathfinder, Sept. 24—both C.G.M.M.; Ottar, Pickford & Black, Sept. 7.

From Halifax

To BORDEAUX AND VIGO (SPAIN).—Roussillon, French Line, Sept. 5.

To LIVERPOOL.—Newfoundland, Sept. 21; Nova Scotia, Oct. 8—Furness, Withy.

To ST. JOHN'S, Nfld.—Newfoundland, Sept. 21; Nova Scotia, Oct. 8—both Furness, Withy; Farnorth, Farquhar SS., Sept. 6, Sept. 17, Sept. 27; Silvia, Sept. 13, Sept. 27; Nerissa, Sept. 6, Sept. 20—both Red Cross Line.

To SOUTH COAST NEWFOUNDLAND PORTS AND ST. PIERRE-MIQUELON.—Pro Patria, French Mail Service, Sept. 13.

To BERMUDA, ST. KITTS, NEVIS, ANTIGUA, MONTSERRAT, DOMINICA, ST. LUCIA, BARBADOS, ST. VINCENT, GRENADA, TRINIDAD AND DEMERARA.—Canadian Skirmisher, Sept. 9; Canadian Carrier, Sept. 23—both C.G.M.M.; Ottar, Pickford & Black, Sept. 15.

To SANTIAGO (CUBA) AND KINGSTON (JAMAICA).—Caledonia, Sept. 7; Andalusia, Sept. 21—both Pickford & Black.

From Vancouver

To YOKOHAMA, KOBE, NAGASAKI, SHANGHAI, HONG KONG AND MANILA.—Empress of Russia, Canadian Pacific, Sept. 22.

To YOKOHAMA, KOBE, MOJI AND SHANGHAI.—Arizona Maru, Osaka Shosen Kaisha, Sept. 16.

To YOKOHAMA, KOBE AND HONG KONG.—Tyndareus, Blue Funnel, Sept. 6.

To YOKOHAMA, KOBE, MIKE AND HONG KONG.—Protesilas, Sept. 27; Talthybius, Oct. 18—both Blue Funnel.

To HONOLULU, SUVA, AUCKLAND AND SYDNEY.—Aorangi, Canadian-Australasian Service, Sept. 21.

To MANCHESTER.—Southwestern Miller, Furness Pacific Line, Sept. 18.

To MARSEILLES, BARCELONA, GENOA, LECORN, NAPLES, VENICE AND TRIESTE.—Feltre, Navigazione Libera Triestina, Sept. 30.

To HAVRE, ANTWERP AND BORDEAUX.—Arizona, Sept. 7; Georgia, Sept. 8; Zenon, Sept. 23—all Cie. Gle. Transatlantique.

To LIVERPOOL, SOUTHAMPTON, LONDON AND ROTTERDAM.—Nichteroy, Sept. 9; Drechtdyk, Sept. 23; Loch Monar, Oct. 7—all North Pacific Line.

To GLASGOW, HAMBURG, ROTTERDAM AND ANTWERP.—Grootendyk, North Pacific Coast Line, Sept. 18.

To LONDON, LIVERPOOL AND AVONMOUTH.—Challenger, Isthmian SS. Line, Sept. 10.

To LONDON, LIVERPOOL, AVONMOUTH, BELFAST AND DUBLIN.—Steel Scientist, Isthmian SS. Line, Sept. 24.

To AUSTRALIAN PORTS.—Nordic, Australian Service, Sept. 6.

To KINGSTON, JAMAICA.—Canadian Spinner, C.G.M.M., Sept. 14.

LISTS OF ACTS ADMINISTERED AND PUBLICATIONS ISSUED BY THE DEPARTMENT OF TRADE AND COMMERCE

Applications for these Acts of Parliament and other publications in this list, together with remittances for the same, should be addressed to the King's Printer, Government Printing Bureau, Ottawa, marked "Attention Chief Clerk of Distribution".

Copper Bars and Rods Bounty Act. Copyright Act.
Electricity and Fluid Exportation Act. Electricity Inspection Act.
Electric Units Act. Gas Inspection Act. Gold and Silver Marking Act.
Grain Act. Hemp Bounty Act. Inland Water Freight Rates Act.
Patent Act. Statistics Act. Trade Mark and Design Act.
Timber Marking Act. Inspection of Water Meters Act.
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Annual Report of Weights and Measures, Electricity and Gas. (Price 10 cents.)
Canada-British West Indies-Bermuda-British Guiana-British Honduras Trade Agreement (1925). (Price 10 cents.)
Canada West Indies Conference (1920). (Price 25 cents.)
Canada-West Indies Conference Report, (1925). (Price \$1.)
Dominion Grain Research Laboratory (1920). (Price 10 cents.)
Electrical Standards and their application to Trade and Commerce.
Final Report of the Fuel Controller (1920).
Grain Inspection in Canada (1914). (Price 25 cents.)
List of Licensed Elevators, etc. (Price 50 cents.)
Motion Pictures, Catalogue of. (Price 10 cents.)
Pan-Pacific Commercial Conference (1923). (Price 10 cents.)

PUBLICATIONS OF THE COMMERCIAL INTELLIGENCE SERVICE

NOTE.—Publications of the Commercial Intelligence Service are free to subscribers to the Commercial Intelligence Journal.

Commercial Intelligence Journal Weekly (In English and French), containing Reports of Trade Commissioners and other Commercial Information. Annual Subscription: In Canada, \$1; single copies, 5 cents. Outside Canada \$3.50; single copies, 10 cents.
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Toy Making in Canada (1916). (Price 25 cents.)
West Africa and its Opportunities for Canadian Trade (1921). (Price 25 cents.)

PUBLICATIONS OF THE DOMINION BUREAU OF STATISTICS

The following is an abbreviated list of publications of the Bureau of Statistics.

Census of Canada.
Census of Prairie Provinces (1916).
Miscellaneous Statistics respecting the following: Criminal; Education; Finance (Provincial and Municipal); Transportation, including railways and tramways, express, telegraphs, telephones water, etc.; Production, including agriculture, furs, fisheries, forestry, mining and manufactures: Vital (annual and monthly).
Monthly Bulletin of Agricultural Statistics
Sixty Years of Canadian Progress (1927). (Price 10 cents.)
Year Book of Canada.
Report of the Dominion Statistician, Annual.
Trade of Canada (Imports and Exports), Annual and Monthly.
Trade (Internal), including grain, live stock, coal prices, etc.

COMMERCIAL INTELLIGENCE SERVICE

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NOTICE TO CANADIAN EXPORTERS INTERESTED IN PERU AND CHILE

Mr. E. L. McColl, Canadian Trade Commissioner in Buenos Aires, is about to pay a visit to Peru and Chile in the interests of Canadian trade. Exporters interested in these markets are requested to send catalogues and prices to him immediately care of the Royal Bank of Canada, Lima, Peru; or the British Legation, Santiago, Chile.

TRADE COMMISSIONER C. M. CROFT'S ITINERARY IN ONTARIO

Mr. C. M. Croft, Canadian Trade Commissioner in New Zealand, is at present undertaking a tour of the Dominion in the interests of Canadian trade with that dominion. The following are the dates of his itinerary in Ontario:—

Toronto	September 7 to September 21
Guelph	September 22
Brantford	September 23
Windsor, Walkerville and Ford	September 24 to September 27
London	September 28
Hamilton	September 29 to October 1
St. Catharines	October 3
Oshawa	October 5

Canadian firms who desire to be brought in touch with Mr. Croft or to interview him are requested to communicate, in the case of Toronto, with the secretary of the Canadian Manufacturers' Association, and in that of the other cities included in the above itinerary with the secretary of the Board of Trade or the Chamber of Commerce.

IMPORTED DAIRY PRODUCE TRADE OF THE UNITED KINGDOM**TRADE COMMISSIONER HARRISON WATSON**

London, August 23, 1927.—In presenting their thirty-third Annual Review of the Imported Dairy Produce Trade of the United Kingdom, those well-known authorities, Messrs. W. Weddel & Co., Ltd., express the opinion that they can recall no previous year which has been so consistently unsatisfactory as the year which terminated on June 30 last.

While the position was initially rendered difficult by the accumulation of heavy stocks of butter and cheese which hung over markets as a legacy of the strike, Messrs. Weddel & Co. attribute many of the difficulties and troubles of the year to the attempt made by the New Zealand Dairy Control Board to assume absolute control over the marketing of New Zealand butter and cheese at prices which were fixed, as from November 1, 1926, by a committee in London.

The report states that there was no scarcity of butter on the British market at any time. Indeed, supplies of most descriptions were more plentiful than ever.

It is noted with regret that the quantity received from Empire sources was again smaller, chiefly due to the drought in Australia and the falling-off in Canadian shipments. The deficiency, however, was made up by increased shipments from foreign countries, notably Denmark, Holland, and the Baltic, the net result being that out of the 261,597 tons of butter imported into Great Britain, only 34.3 per cent came from Empire sources, as compared with 39 per cent in the preceding year.

Receipts of cheese (151,421 tons) were curiously identical with the 1926 figures (151,520 tons). In this case also, there was a slight falling-off in British supplies, which was compensated for by an increase in cheese imported from foreign countries to 21,691 tons from 19,829 tons in the previous year.

In this connection, the report calls attention to the efforts which continental countries are making to regain the position which they held on the British market before the war.

As regards prices, it is stated that unfortunately nothing of a cheerful nature could be reported, either in the case of butter or cheese during the past twelve months.

Prices of butter, both from the Empire and foreign countries, revealed a drop of from 12s. to 24s. from the average level of the preceding year.

The chief reason for the fall was the reduced consumption of butter during the period affected by the coal strike, but in confirmation of their previous criticism, Messrs. Weddel & Co., Ltd., quote as a proof of the unpopularity of the efforts to manipulate New Zealand butter, that its average price was 24s. 2d. lower than in the previous twelve months.

Cheese prices were maintained at a low, but fairly steady level during the first five months of the year, but thereafter, so far as New Zealand cheese was concerned, moved in accordance with butter quotations. The averages for the year, viz: 93s. 6d. for Canadian, and 87s. 6d. for New Zealand, were the lowest since 1915.

At these reduced selling values, butter and cheese producers all over the world inevitably suffered severe losses. Unfortunately the outlook does not promise any very material recovery. With supplies from most of the producing countries tending to increase, and the general trade of this country still in an unsatisfactory state, it seems unlikely that retail prices can be raised to any extent without affecting the consumption. Producers must face this position

if they hope to get their industry on to profitable lines again. The solution for the time being is to be found not in the direction of higher selling prices but in lower production costs.

Notes on Various Sources of Supply

NEW ZEALAND

Imports from New Zealand of butter during the twelve months ended June 30 amounted to 56,534 tons against 51,138 tons in 1925-26, an increase of 10.5 per cent. Arrivals of cheese totalled 78,673 tons against 66,953 tons, or an increase of 17.4 per cent.

Favoured by an early spring and a good growth of feed throughout the summer, the dairy industry of New Zealand has created a new record of production. From July 1, 1926, to June 30, 1927, the output of butter was 71,410 tons against 62,500 tons in the previous year—an increase of 14.1 per cent. At the same time, the out-turn of cheese went up from 73,900 tons to 76,429 tons, or 3.4 per cent.

The year closed with large stocks of butter in cold storage in New Zealand, which will be coming forward during the autumn months.

AUSTRALIA

Owing to the dry weather, the export of butter from Australia during the past year showed a considerable decline on the quantity shipped in the two previous years. The total quantity (30,216 tons) compared with 40,454 tons in 1925-26, a decrease of 25 per cent. Cheese also fell to 1,229 tons from 2,875 tons.

It is reported that the Commonwealth Government is giving attention to the problem of establishing the dairy industry upon a firmer basis, firstly by improving the quality of the product, and secondly by providing financial assistance. In this connection a qualified grader is to be sent to London in time for the coming season, to examine and report upon the quality of Australian butter and cheese upon arrival in the United Kingdom. An interesting suggestion which is receiving consideration at the present time is the advisability of exporting a portion of Australian butter in 1-pound pats.

CANADA

The *Review* points out that, although the total milk production of Canada continues to increase each year, the export of cheese to Great Britain is governed by other factors than the supply of the raw material.

After supplying the home requirements of milk and cream for direct consumption, and for ice-cream, the surplus milk goes largely into the manufacture of butter, cheese, condensed milk, and milk powder. Naturally from time to time supplies of milk are diverted from one product to another, according to the different market values of these products.

During the year under consideration the imports of Canadian cheese into this country amounted to 49,828 tons as compared with 61,863 tons in 1925-26, a decrease of 12,035 tons, or 19.4 per cent. Imports of butter were very considerably curtailed, amounting to only 3,013 tons, as compared with 8,063 tons in 1925-26, a decrease of 5,050 tons. The returns show that the home and the United States markets were able to pay much higher prices than the British market for Canadian butter.

Messrs. Weddel report that during the month of June, 1927, a large quantity of Canadian cheese was purchased by United States interests, the quality of the Canadian product apparently making it attractive, particularly for the manufacture of pasteurized process cheese, the trade in which has developed very rapidly since 1921.

ARGENTINE REPUBLIC

The imports of butter into Great Britain from the Argentine Republic during the past year, amounting to 26,498 tons, were heavier than in any previous year with the exception of 1924. The increase over the previous year's total of 24,685 tons was 7.3 per cent.

During the greater part of the year the climatic conditions were very favourable, but a restraining influence upon the production of butter was the low level of prices paid to the producers for cream.

While Messrs. Weddel state that they consider improvement has taken place recently in the quality of Argentine butter, they give their support to a suggestion which is now before the Argentine authorities that Government grading should be instituted in the republic, which, it is claimed, would have a very beneficial effect upon the development of the industry.

DENMARK

Shipments of Danish butter to the United Kingdom during the past year were the heaviest on record, the total being 97,795 tons as compared with 89,732 tons in 1925-26, an increase of 8,063 tons, or 9 per cent. This increase was partly due to the extremely favourable weather experienced in Denmark up to the end of June this year, and partly to the decrease in the demand for Danish butter from Germany and other countries.

SIBERIA

The export of Siberian butter during the twelve months ended June 30, 1927, amounted to 25,320 tons, of which the United Kingdom absorbed 12,274 tons. These figures compare with an export of 28,767 tons in the preceding year, of which the United Kingdom imported 14,148 tons.

The reason given for this lack of expansion in the butter-producing industry of Siberia is that the past two seasons have been unfavourable climatically; but, although there has been no progress from the point of view of quantity, there can be no doubt that the quality of the bulk of the butter shipped from Siberia during the past year showed a very marked improvement over anything shipped previously, and is now almost equal to the best qualities shipped before the war. Furthermore, it has been recently noticeable that the efforts of the various Siberian collecting stations and dairies to produce butter of uniform colour and quality have been successful. It is now possible to buy Siberian butter according to grading, with reasonable assurance of getting butter of uniform quality, colour, and texture within a particular grade.

FINLAND

Messrs. Weddel refer to the growing importance of Finland as a source of supply of butter to the United Kingdom. The total exports last year amounted to 14,910 tons, of which 10,006 tons were landed in this country, most of the balance going to Germany. Finnish butter is improving steadily in quality, and the industry is carried on more or less on Danish lines.

The *Review* also calls attention to the progress which has been made in Latvia, Esthonia, and Sweden in the butter-exporting trade.

LIVERPOOL CANNED GOODS TRADE

TRADE COMMISSIONER HARRY A. SCOTT

Liverpool, August 25, 1927.—At one time the Port of Liverpool was generally looked upon as the chief distributing centre for imported canned goods in the United Kingdom, but for some years past London has been gaining ground. Liverpool still retains first place in salmon, but London has been developing in canned fruits, and, taking the total imports, is now considered

the more important of the two. At the same time several of the largest canned goods importers in this country have their head offices in Liverpool, and a number of prominent London firms engaged in this trade maintain branches at Liverpool to look after distribution into the heavily populated industrial centres of Northern England, with the result that Liverpool is by a substantial margin the most important provincial centre for the general canned goods trade.

Business in nearly all canned goods lines in this market has been on a disappointing scale throughout this year. The general opinion is that the trade is suffering from the results of last year's industrial troubles, and that until conditions become more nearly normal again, business in canned goods will continue on the present hand-to-mouth basis. The labouring classes are the largest consumers of canned goods. As stated in previous reports, although the great unemployment returns of the strike period have been considerably reduced, a large number of workers, particularly miners, are still in debt to their local shopkeepers for goods furnished during the dispute, and part of their current savings for some time to come must necessarily go towards paying off these obligations, thus curtailing their present purchasing power. In addition to the generally reduced purchasing power, the unseasonable cold wet weather which has prevailed throughout the United Kingdom this summer has to some extent reduced the demand for canned goods at holiday resorts.

The almost total lack of interest in forward buying since the beginning of the year has affected the c.i.f. sales of practically all varieties of tinned fruits and vegetables. Dealers who have been in the habit of regularly buying ahead each season for future requirements have been so frequently losing money on such transactions during the past two years that they have been steadily buying on a hand-to-mouth basis. Another factor affecting the general market situation is the heavy pack in the Western United States of most of the important varieties of canned fruits which come to this market, with the exception of pears, and consequently prices have shown a general all-round decline. The majority of the American fruit packers who usually announce the prices of their new season's pack in June have only recently made their prices generally known, as it was considered useless to attempt sales earlier in the season under adverse marketing conditions then prevailing, and it is reported that one or two have not even yet brought out their new pack quotations.

During recent weeks there seems to be a slightly better feeling in the market, as wholesalers are reported to be enjoying a little better demand for spot supplies and brokers hope that this may ultimately improve demand for new season's stocks from overseas.

CANNED FRUITS

One of the few bright spots in the canned fruit situation has been the fairly active demand recently for the cheaper class of pears such as "seconds" and "standard" grades, and it is reported that stocks are comparatively light. There has been little demand for "choice" and "fancy quality", stocks of which are considered moderate to good. Although Canadian pears have been able to meet competition on this market, by far the largest supplies come from the Pacific coast of the United States, where it is reported there has been a short crop this season. Spot supplies of "second" quality pears could be purchased recently in Liverpool at from 9s. to 9s. 3d. per dozen, duty paid; "standards" from 9s. 3d. to 9s. 6d. and choice grades at about 10s. Although Oregon and Washington furnish the largest supplies of canned loganberries to this market, British Columbia packers have been able to secure a certain amount of business.

Demand has been very poor throughout the year. Most buyers were badly caught on the 1926 pack on account of price declines, and there are still fairly heavy stocks available in this country. One well-known and highly advertised American brand has been quoting to the retail trade "choice" loganberries, size 2 tins, at 9s. 4d. per dozen, duty paid, delivered. The same brand in No. 1 size tins has been priced at 7s. 10d. per dozen. Other packers have been offering to importers new pack No. 2 tins, "choice" grade, at from 7s. 8d. to 8s. 2d. per dozen c.i.f. Transactions have also been reported at as low as 6s. 6d. per dozen c.i.f. recently for this grade of 1926 pack. New pack "fancies" have been quoted at around 8s. 6d. to 9s. 2d. c.i.f. Last season's pack, tall fancy 2's, could be purchased recently for 8s. 9d. per dozen, duty paid on spot.

In addition to loganberries, canned raspberries and strawberries are also imported from the United States, but the trade in both these commodities is growing less each year on account of the progress being made by English canners, and both are sold in quite limited quantities as compared with loganberries. Recent quotations from American exporters for fancy grade raspberries in No. 2 tins were around 10s. 7d. c.i.f. per dozen and choice grades about 9s. 8d.

Strawberries from the United States have been quoted in fancy tall 2's at about 12s. 4d., and choice about 11s. 5d.

Very little business has been passing in canned peaches, which trade is practically controlled by United States exporters. New pack choice yellow cling varieties in 2½'s have been offered lately at around 8s. per dozen c.i.f., with standards around 7s. and second quality from 6s. 3d. to 6s. 8d.

At the moment, as in the case of other lines, business in gallon apples is slow. There is a quite regular demand throughout the North of England for gallon apples among bakers and confectioners. Canadian exporters were the pioneers in this business, and at one time enjoyed the bulk of the trade in water-pack apples. During recent years, however, American firms have been developing the "solid pack" method of canning and, as apples so packed are considered an improvement over the old method and are more acceptable for the English market, the producers of water-pack varieties have consequently suffered. The solid-pack method results in more net weight of fruit to a tin in comparison with the relatively loose water-pack system, so that it is necessary to considerably underquote the solid pack in order to get business, and even then it is reported that apples put up under the old style are often difficult to dispose of. The American solid-pack canned apples which sell on this market are well packed and uniformly graded. Although complaints have been made against the quality of some Canadian solid-pack apples on account of irregular sizes of fruit, one or two brands have sold in competition with Oregon and Washington grades, and if Canadian firms as a whole could offer more solid pack in a good-quality apple, uniformly graded, at competitive prices, a greater share of this business could be secured. Oregon new season's solid-pack gallon apples have been quoted lately at from 18s. to 19s. per dozen c.i.f., although some packers' quotations have been reported at as high as 20s. 6d.

CANNED VEGETABLES

There is a growing demand in this part of England for canned beans packed with pork in tomato sauce. While the bulk of this business also is enjoyed by United States packers, Canadian firms have been securing a certain share of the trade, and there should be room for considerable expansion in Canadian exports of this commodity to the North of England. There are four sizes sold, namely, individual, small, medium and large. By far the largest sale exists for a nominal 2, or 18-ounce, tin. American packers doing the bulk of the business

in pork and beans in the 18-ounce tins have been selling throughout the year at from 3s. 6d. to 3s. 8d per dozen, c.i.f. Other more highly advertised beans of better quality have been bringing around 4s. 6d. c.i.f., less 1 per cent.

There is quite a good demand for canned peas under average market conditions. Prior to the government regulations in this country prohibiting the use of copper sulphate as a colouring agent, which went into effect at the beginning of this year, by far the largest business was enjoyed by Continental packers, as the housewife in England had a distinct preference for peas of a very green colour. Since then, however, Canadian peas which contain no colouring matter have been meeting an improved demand, as they have been competing on more even terms with Belgian and Italian peas. The latter are now coming forward without colour at extremely competitive prices ranging from 9s. 6d. to 12s. per dozen ex warehouse Liverpool for quart tins, and 5s. 3d. to 6s. for pints.

In addition to peas, a very limited trade is done in canned corn, but generally speaking it is difficult to find a market for other canned vegetables which Canada is in a position to offer. Canned tomatoes are sold to a certain extent, but practically the whole of this demand is catered for by Italian and Spanish packers, and from these markets it is possible to buy at very much lower prices than from either Canada or the United States.

CANNED FISH

The demand for canned salmon so far this season has been disappointing. There remain about two months during which salmon is usually consumed in good quantity, and given reasonably warm weather some difference may yet be felt in demand. Markets are firm owing to generally disappointing advices regarding the new season's pack. British Columbia $\frac{1}{2}$'s (sockeye), for which the demand is always equal to the supply, are very scarce on the spot and have been recently quoted at from 76s. to 78s. per case, while for shipment out of the new pack limited quantities have been offering at from 72s. 6d. to 75s. c.i.f. United Kingdom ports, according to district. With the shortage in the British Columbia article there has been considerable interest in Siberian red halves, which on the spot can be purchased at approximately 5s. per case less than sockeyes, and to arrive at about 7s. 6d. per case less than the new pack British Columbia product. Consequently, Siberian halves are in demand for a number of the most important buyers' best labels. It is reported that there are no sockeye 1 pound flats left from the 1926 pack, and that out of the 1927 pack a distinctly limited quantity will be available. The bulk of the trade in this type is taken care of by the Siberian pack, spot values of which are from 55s. to 57s. 6d. and current offers for new pack are around 54s. c.i.f. The spot market for pink 1-pound talls has been practically cleared up, small sales having been made recently in the neighbourhood of 24s. 6d., while owing to the extremely short pack in sight for 1927 it is considered by brokers on this market that very small deliveries can be made on the basis of 22s. 6d. to 23s. 6d. c.i.f. For 1927 pack pink Alaska talls leading exporters have opened their market at the equivalent to around 26s. c.i.f. United Kingdom ports, at which figure it is reported business is bound to be restricted. British Columbia halves pinks, on the spot, have been quoted at from 31s. to 32s. but have been meeting a slow sale. Spot suppliers of Siberian halves have been offering at 29s. British Columbia 1's tall cohoes have been pretty well cleared up, the spot value of from 35s. to 36s. being nominal. Cohoe halves are also pretty well disposed of. Owing to the short 1927 pack, the spot market for red Alaska 1-pound talls has advanced from 47s. to 48s. per case. Shippers' quotations for new pack vary from 51s. 6d. to 53s. 6d., but it is considered that demand will be restricted at these figures.

Canadian canned lobster is generally looked upon as a luxury article and current demand is stated to be quite dull. Prices vary according to quality, the lowest reported being around 120s. per case for $\frac{1}{2}$'s ex quay United Kingdom ports, and the highest around 150s. Quarters have been priced from 70s. up to 80s. The general opinion among merchants is that canned Japanese crab is gaining in favour at the expense of lobster, on account of price. Although actually introduced before the war, it is during the last few years that the sale of canned crab has increased so rapidly, as the public have become more acquainted with it. Recently Japanese exporters have been extensively advertising this article in an effort to still further develop public demand. Current average c.i.f. prices for crab from this source have been around 87s. to 87s. 6d. per case for halves "fancy" quality.

WEST OF ENGLAND INDUSTRIAL REVIEW

TRADE COMMISSIONER DOUGLAS S. COLE

Bristol, August 17, 1927.—West of England traders generally agree that the Board of Trade accounts for the half year 1927 are disappointing. A nutshell summary shows an adverse balance of trade of £208,805,000 for six months ending June. The year opened with a certain amount of good trade brought about by arrears accumulated during the coal stoppage. These have now for the most part been overtaken and the volume of incoming business is reported as insufficient to keep many plants running.

The motor and cycle industries are unfortunately not working full time, and these have been mainstays during the past two years. Reports from the Midlands show more short time work and unemployment than for a lengthy period in the Coventry area. Tightness of money is the principal reason for the duller trade in motor cars. It is noted that the new public who are buying motor cars are much more susceptible to adverse financial conditions as compared with those who in the past bought cars irrespective of cost. Exports in this trade continue favourable. The root trouble of much poor trade in the West of England and Wales is financial.

As regards South Wales, it was hoped that with the coal strike out of the way business would pick up and that colliery owners would spend money on underground plant, etc. This has not materialized as colliery owners are in a position where such capital expenditure is not possible.

During July there was a decline of 130,000 tons in coal exports, the chief falling off being naturally to Italy and Spain. The coal trade is normally quiet at this period of the year, but it is now accentuated by a low consumption for industrial purposes plus a gorged condition in many outside markets. Colliery owners in South Wales are in many cases working on day-to-day contracts with the miners as the state of their order books is unsatisfactory. Labour conditions are still unsettled.

A serious view is taken of the new decree issued by the Spanish Government governing the importation of coal into Spain. Regulations were imposed in the early part of 1927 compelling the use of a certain percentage of Spanish coal on the railways and by industries, the effect of which was to reduce the consumption of foreign coal and necessarily curtail importations, the major proportion of which was drawn from South Wales.

Leicester Chamber of Commerce reports indicate that trade is quiet in all local industries. Boot and shoe manufacturers upon resumption of work are engaged on small orders. Hosiery manufacturers are quiet, but shipping orders are good with the exception of to the Dominions. Hosiery dyeing and finishing reports improvement of trade.

Canadian imports into Bristol are about normal, but the tendency of distribution for South Wales is now more through the port of Cardiff.

FISH MEAL AND OIL IN THE NORTH BRITISH MARKET

TRADE COMMISSIONER G. B. JOHNSON

Glasgow, July 28, 1927.—A considerable number of firms have expressed an interest in imports of Canadian fish meat and oil. Several connections have been established between importers in Scotland and firms in Vancouver and it is understood initial shipments on Glasgow account are being made in August.

While British Columbia fish reduction companies should be fully acquainted regarding the quality of these products required by the British and Continental markets, and generally informed concerning those markets, it may be well to repeat some of the information and add to it points about the Scottish market in particular.

In Scotland itself the market is not a large one for imported meal, as it is the Aberdeen product that is mostly used. The big market is Hamburg, but many Glasgow importing houses are in a position to handle the business, whether in this country or on the Continent. Quotations therefore should usually be c.i.f. Hamburg. The meal is used mainly for pig feeding. The meal should contain from 55 per cent to 60 per cent albuminoids and not over 5 per cent of oil. It is most important that the meal should not be roughly ground. The best used in this country is made from white fish only.

The main supply of fish meal at present is Norway, the present price being £16 a long ton at Hamburg. Its use is growing, on the Continent especially, with great rapidity. Terms required by Glasgow importers are cash against documents at port of destination.

While shipments to Hamburg on Glasgow account would probably be made direct, it may be well to state that the rate in this commodity from Glasgow to Hamburg, if transshipment is necessary, is 11 shillings a ton. Quotations for British consumption should of course be c.i.f. Glasgow.

FISH OIL

Fish oils, including whale oils, come here from all parts of the world and are used for many different purposes. Before the war Glasgow was the largest market for fish oils in the United Kingdom, and while that is probably not now the case owing to the development of the margarine industry in England, Glasgow is still one of the most important outlets for this product. London is not a fish oil market. The biggest European market of all appears to be Rotterdam.

While fish oil, including pilchard, is used for many purposes, the principal use for the highest grade is in the manufacture of margarine, and also, when free from strong flavour or odour, in the canning of sardines, herring, etc. Palm oil is more used for soap-making than is fish oil.

The colour of pilchard oil to get the best prices should be as light as possible, although there is always a market for the darker grades. The percentage of free fatty acids should not be more than $\frac{1}{2}$ per cent to 1 per cent, and the lower the better. The same principle applies to whale oil. The combination of light colour and low percentage of free fatty acids therefore brings the top prices, but any quality is of interest to the trade.

The present price of top-quality pilchard oil is £38 to £40 a long ton, but for lower qualities the prices run right down to £17, or £18 a ton.

Fish oil should be shipped in steel drums or, less preferably, wooden barrels. The size does not matter so that the actual tare is allowed.

The terms are usually cash against documents here, but for shippers who are not sure of the quality through the season, it is the custom to take 80 per cent of the invoice value, balance later.

UNITED KINGDOM HAY TERMS

Mr. Harrison Watson, under date August 23, writes as follows regarding alternative terms suggested by importers of Canadian hay:—

In connection with the present inquiries for Canadian hay, alternative terms suggested by importers are c.i.f. United Kingdom and ex ship United Kingdom. The meaning that the British Hay Traders' Association places upon these terms is: (1) The c.i.f. buyer in the United Kingdom is to pay cash down and take up documents. Any dispute as to weight and condition can only be raised and dealt with by arbitration. (2) The ex ship buyer, on the other hand, often gets three months' credit and has the right to reject as he goes along, but he also has to bear the London clause port charge of 1s. 6d. to 2s. per ton.

AUSTRALIAN IMPORTS OF MOTOR VEHICLES

C. HARTLETT, OFFICE OF THE TRADE COMMISSIONER

Melbourne, July 27, 1927.—Advance figures in regard to motor car imports into Australia during the fiscal year ended June 30, 1927, have been issued by the Commonwealth Department of Trade and Customs.

During the year 118,609 chassis, of an estimated total value of £12,242,478, were purchased from oversea sources of supply. Of that number only 12,746 came in with bodies attached (as complete cars). About 90,000 of the chassis were shipped to Australia in separate parts and were assembled, or are to be assembled, in this country. As the number of motor bodies imported during the year was only 12,746, the assumption is that 105,863 of the chassis imported in the same period have been, or will be, fitted with bodies made in Australia. These figures indicate the extent to which an Australian industry has been built up in the assembling of chassis and the building of bodies for motor vehicles.

In 1926 the total number of chassis imported was 88,591 valued at £10,393,413, and of bodies 12,090 valued at £1,183,873. Of the chassis, 12,251 valued at £851,092 were supplied by Canada, hence the 1927 figures show an increase of imports from the Dominion of 4,342 in number and £157,084 in value.

Other interesting features of the returns are the figures relating to the countries from which the chassis were imported, and the different States in which they were landed. The numbers and total values of chassis (assembled and unassembled) imported from the different countries were as here shown:—

Country of Origin	Number of Chassis	Value
United States	75,626	£7,555,717
Great Britain	22,638	3,198,290
Canada	16,593	1,008,176
European countries	3,752	480,295

The numbers of chassis and their values imported into the various states were as follow:—

State	Chassis Imported	Value
New South Wales	41,438	£4,417,919
Victoria	33,641	3,481,475
Queensland	19,205	1,851,143
South Australia	15,806	1,650,414
Western Australia	7,337	708,337
Tasmania	1,182	133,190
Total	118,609	£12,242,478

The total value of the motor car bodies imported in the year was £1,409,719. Almost the whole of these bodies, if not actually the whole, were attached to chassis when they were imported, but for purposes of assessing duties they are

treated as separate rate units in the customs entries. Of the total number of these imported bodies (12,746), 6,530 went to New South Wales, 3,567 to Victoria, 1,013 to Queensland, 1,009 to South Australia, 459 to Western Australia, and 168 to Tasmania.

The import duties on bodies and chassis are as follow:—

	British Preferential	Intermediate	General
Single-seated bodies, each	£30	£35	£40
Double-seated bodies each	£50	£55	£60
Bodies with fixed or movable tops, e.g., landau- lette, limousine, taxi-cab, and similar types, and n.e.i. each	£65	£70	£75
or ad val.	40 p.c.	50 p.c.	55 p.c.
whichever rate returns the higher duty.			
Chassis, but not including rubber tires or storage batteries—			
Unassembled ad val.	Free	7½ p.c.	12½ p.c.
Assembled ad val.	5 p.c.	12½ p.c.	17½ p.c.

Canadian chassis, both unassembled and assembled, are accorded the intermediate rates of 7½ per cent and 12½ per cent respectively, but car bodies from Canada are dutiable under the general tariff rates. In addition to the concession on chassis, Canada is also conceded the intermediate rates on vehicle parts not elsewhere included in the tariff, including undergear (inclusive of axles, springs, and arms), axles not elsewhere included, springs, hoods, wheels, and bodies not elsewhere included, the rates on which are 40 per cent British preferential, 50 per cent intermediate, and 55 per cent on parts of other origin.

IMPORTS INTO NEW ZEALAND FROM CANADA

ACTING TRADE COMMISSIONER PAUL SYKES

Auckland, July 30, 1927.—The total value of imports of Canadian origin into New Zealand during the three months ended June 30, 1927, according to a statement just received from the New Zealand Customs Department, was £573,543. This amount is less by £249,639 than the figure for the previous quarter, and by £266,225 for the quarter ended June 30, 1926.

The items showing the largest decreases, together with the decrease from the preceding quarter, are as follows: Fish, potted or preserved (canned salmon), £45,326; gum boots, £24,400; iron and steel bars, bolts and rods, £33,225; pipes, wrought, 6 inches and under in diameter, £9,935; iron wire, n.e.i., £9,368; electrical appliances, n.e.i., £17,684; passenger automobiles, £61,844; chassis for lorries, trucks, vans and buses, £22,759. The decreases in these items alone amount in aggregate to some £224,500, or 90 per cent of that shown for all items. One item shows an important increase—automobile tires—imported to a value of £95,307 in the first quarter of 1927, and brought in to a value of £153,217 during the ensuing quarter—an increase of £57,910.

This reduction in imports from Canada is, however, more a reflection of the general contraction in import trade, of the depressed condition of domestic business, and of the seasonal fluctuation in imports, than an indication of any prospective decline in purchases of staple commodities from Canada. This fact, moreover, may be illustrated as follows: (1) Total imports into New Zealand for the five months ended May, 1926 and 1927 (the latest figures available) were £20,999,905 and £18,562,171 respectively, the latter figure showing a decrease of £2,436,734 or 11.6 per cent from the former; (2) total imports from Canada during the first six months of 1926 and 1927 were £1,937,005 and £1,396,725, the latter figure showing a decrease of £540,280 or 27.8 per cent from the former; (3) the figures of imports for these periods from Canada, however, with those of passenger and freight automobiles and chassis deducted,

appear as £1,272,955 and £1,213,053, in which case the decrease appears only as £59,902, or some 4.7 per cent. It is thus evident that if the trade in automobiles and trucks be excluded from the total, recent imports of Canadian origin show a certain decrease in value but one which is less than that shown in imports from all countries. Seasonal demands for Canadian products also are reflected in the decrease in imports of canned salmon in the second quarter of 1927 from those of the preceding quarter, which is explained by the time of shipment of the Pacific coast pack. The decrease in imports of iron and steel bars and rods may be ascribed both to a falling off in construction work throughout the country consequent on the generally depressed conditions, and to a certain seasonal decline in demand. The amount may be compared with a decrease of only £4,000 between the same two periods of the previous year.

The following table illustrates, for twelve of the more important commodities, imported from Canada, the imports for the quarter ended June 30, 1927, those for the previous quarter, and those for the corresponding quarter ended June 30, 1926. In addition a few items in which the total trade is of minor importance, but in which recent changes have been of some significance, are also included.

Item	Imports Quarter ended June 30, 1927	Imports Quarter ended March 31, 1926	Imports Quarter ended June 30, 1926
Automobiles and trucks and chassis	£ 43,565	£140,107	£231,831
Rubber tires for motor vehicles	153,217	95,307	171,628
Newsprint	65,990	68,734	71,782
Cedar and Douglas fir, rough sawn and sawn dressed	14,121	26,473	32,255
Fish, canned	5,453	50,779	3,067
Electric appliances n.e.i.	12,760	30,444	18,173
Iron wire n.e.i.	4,391	13,759	6,873
Iron and steel bars and rods	21,815	55,040	14,080
Nails n.e.i.	5,523	10,057	6,390
Wrapping paper	8,819	15,161	18,014
Iron pipe and tubing, 6 inches and under in diameter	9,997	19,932	7,128
Farm implements	12,812	17,286	10,767
Gum boots	9,205	33,605	12,503
Metal working machinery	1,290	9,281	186
Sausage casings	4,968	1,013	....

[A table has been placed on file at the Department of Trade and Commerce, Ottawa, and is available for interested Canadian firms, showing the total value of the imports into New Zealand from Canada during the quarter ended June 30, 1927, together with the articles affected by and the value of the Canadian preference.]

NOTES ON JAMAICA'S IMPORT TRADE IN 1926

TRADE COMMISSIONER P. W. COOK

Kingston, August 19, 1927.—According to the recently published annual report of the Collector General of Jamaica, in calendar year 1926 the colony's total imports amounted to £5,365,950, distributed as follows:—

		Percentage
United Kingdom	£1,377,984	25.7
United States	2,099,981	39.2
Canada	978,563	18.2
Other countries	909,422	16.9

Corresponding figures for calendar year 1916, in which the colony's total import trade amounted to £3,107,044, are as follows:—

		Percentage
United Kingdom	£1,008,702	32.4
United States	1,783,058	57.4
Canada	232,709	7.5
Other countries	82,534	2.7

These figures represent c.i.f. values. In addition, the parcels post is an avenue for a large import trade (merchants being the principal importers), since packages of small dimension are by this means obtained rather more quickly from abroad, and delivery being inexpensively effected at places of business. Although the total value of these importations is known, it is not practicable to classify them under the various heads; they are therefore not included in any of the comparative summaries. During 1926 the value of importations by parcels post was £269,392, in addition to the total figure above quoted for that year.

While the percentage of imports from the United Kingdom decreased by about 7 per cent, comparing 1927 with 1916, and that from the United States by over 18 per cent, Canada's share increased by nearly 11 per cent.

The report gives more detailed analyses of the three main groups of commodities (as per British Board of Trade classification) in regard to sources of supply:—

	1924	1925	1926
<i>Class I—Food, Drink and Tobacco—</i>			
United Kingdom	£ 220,258	256,176	223,635.
	% 11.1	13.5	11.5
United States	£ 702,236	586,545	506,144
	% 35.5	30.8	26.1
Canada	£ 683,314	663,330	757,836
	% 34.6	35.0	39.1
All other countries	£ 371,553	393,011	450,449
	% 18.8	20.7	23.3
<i>Class II—Raw Materials—</i>			
United Kingdom	£ 71,796	29,270	38,584
	% 13.5	5.6	5.3
United States	£ 363,373	365,975	484,538
	% 68.2	70.5	66.6
Canada	£ 6,124	9,190	37,223
	% 1.1	1.8	5.1
All other countries	£ 91,521	114,573	167,416
	% 17.2	22.1	23.0
<i>Class III—Manufactured Articles—</i>			
United Kingdom	£ 1,144,776	1,342,934	1,112,287
	% 49.4	45.4	41.3
United States	£ 890,217	1,190,448	1,108,888
	% 38.4	40.2	41.1
Canada	£ 105,418	143,080	183,222
	% 4.5	4.8	6.8
All other countries	£ 175,703	284,343	290,504
	% 7.7	9.6	10.8

The principal items supplied by Canada under Class I were fish, flour and milk; under Class II, gasoline and lumber; and under Class III, rubber footwear and tires. Import statistics showing countries of origin in respect of these articles are not yet available, but it is known that increases occurred in Canada's supply of the following commodities: dried and salted fish; flour; condensed milk; gasoline; lumber; and rubber goods. As regards lumber, the Jamaican official figures of importations of "wood, other kinds, lumber" for the calendar years 1925 and 1926 are as follows:—

	1925	1926	Increase
Feet	241,641	2,323,577	2,081,936
Value	£3,074	£27,419	£24,345

The greatly increased imports in this classification during 1926, as compared with the preceding year, represent Douglas fir shipments from Vancouver. While there was an actual increase in imports from Canada of dried and salted fish, the increase in imports from Newfoundland was very much greater.

As an example of the heightened prosperity of Jamaica in 1926, it may be mentioned that collections of import duties increased by £50,978 over the figure of 1925. The articles which contributed to this increase were chiefly flour, fish,

gasolene, cigarettes, spirits, and (especially) motor vehicles and parts. The following comparative statement of the value of these last-named goods imported during the past three years is of interest:—

	1924	1925	1926
Motor cars and parts	£198,416	£241,284	£264,032
Motor trucks and parts	28,305	40,668	53,999
Motor cycles and parts	1,809	4,215	6,572
	<hr/> £228,530	<hr/> £290,167	<hr/> £324,603

The upward trend is the result of the progressive development in the colony's export and import trade—a development which promises to continue provided Jamaica is fortunate enough to escape a hurricane.

JAMAICA'S IMPORT TRADE IN BOOTS, SHOES, LEATHER, AND LEATHER GOODS

TRADE COMMISSIONER P. W. COOK

Kingston, August 18, 1927.—The Jamaican market absorbs roughly per annum 30,000 dozen pairs of leather boots, shoes, pumps and slippers, worth approximately \$600,000. About one-third of these supplies come from the United Kingdom, and represents the better-class demand which in a country like this is comparatively small. Practically all the remainder originate in the United States. The Jamaican demand for footwear is largely for seconds, thirds and manufacturers' rejects, which are bought at auctions in New York. Canadian firms have but an infinitesimal portion of the boot and shoe trade in the colony. The local production of leather is small, and although excellent boots and shoes are produced in Jamaica, these as a rule are dearer than the imported article.

In calendar year 1925, the latest available period of record, Jamaica imported about \$30,000 worth of dressed leather, of which the United Kingdom is credited with \$25,000. Leather manufactures to the extent of roughly \$17,000 were brought in, the United Kingdom supplying \$10,000 and the United States about \$4,500. These importations comprised such articles as attache cases, bags, trunks, etc. There is a fairly considerable tanning industry, and leather of a very good quality is produced for sale mainly in the home market. Production statistics, however, are not available.

TRADE OF THE AFRICAN SUB-CONTINENT

TRADE COMMISSIONER G. R. STEVENS

[Former reports in this series have been published serially in Nos. 1216-1223, and dealt with political divisions and population; production and natural resources; water communications of the countries; the distribution systems of Central and East Africa; customs tariffs; documentation; and confirming houses, finance and terms of payment; trading licenses; and advertising.]

Trade Returns: Southern Rhodesia

It would be manifestly impossible to analyze the commerce of the sub-Continent as a whole, when so many conflicting factors affect the various political divisions. The most important colonies, however, will be dealt with in some detail. Unfortunately, it is impossible to furnish detailed comments upon all areas as some colonies are far in arrears in their annual reports, and have not issued statements which are sufficiently recent to be of value. In such instances a more general summary of the present economic position will be attempted.

Southern Rhodesia, the most important sub-Continental territory outside the Union of South Africa, had a satisfactory year during 1926. Her statistics of trade for the past two years are as follows:—

	1926	1925
Exports	£ 6,000,348	£ 5,723,207
Imports	6,193,868	4,712,646
	<hr/> £12,194,216	<hr/> £10,435,853

As the above figures show, the total value of trade increased in 1926 by almost 20 per cent over the previous year. The favourable balance of £1,010,561 is now an adverse balance of £193,520. However, these figures are to some extent misleading, since a considerable volume of re-exports are included in the Southern Rhodesian figures, a circumstance which gives the colony credit for entrepôt commerce. Disregarding this transit business, which affects both imports and exports to some degree, the Rhodesian trade balance is probably favourable. In both imports and exports, however, the actual trade is well below the official totals.

EXPORTS

The principal exports of Southern Rhodesia for the last two recorded years were as follows:—

	1926	1925
Coal	£ 177,512	£ 81,858
Maize	247,346	212,054
Cotton	76,451	75,783
Tobacco	328,906	148,152
Cattle	330,686	194,018
Gold	1,922,461	2,013,326
Asbestos	579,740	636,213
Chrome	388,913	315,397
Other exports	1,948,333	2,046,406
Total	<hr/> £6,000,348	<hr/> £5,723,207

Among agricultural products, Rhodesian cotton, a much heralded crop in the past, experienced the same setback which has overtaken this staple in all other parts of the world. Although the quantity of cotton exported increased by 35 per cent, the value of the crop was almost precisely the same as in the former year. This has proved to be a losing proposition to the farmers, and for the time being at least a considerable acreage of cotton has gone out of cultivation.

In maize, however, Rhodesia was fortunate enough to escape the drought which reduced the South African crop to negligible proportions, and her returns benefited to some extent by the South African shortage. The output was up by about 15 per cent, and an excellent price was realized.

The greatest agricultural advance occurred in tobacco, in which the exports were over 75 per cent greater than in the previous year, and the return was nearly 120 per cent greater. The increase in exports is not so remarkable as it appears. The institution of the British preference served to draw away considerable quantities of tobacco which normally go into consumption in South Africa, and this accounts in some degree for the greatly improved return. However, tobacco during 1926 sprang to first importance among field crops, and now promises to become Southern Rhodesia's chief agricultural reliance.

The Rhodesian cattle trade also increased satisfactorily. The embargo placed by South Africa upon light-weight cattle does not appear to have had any marked effect. Indeed, it is stated in Southern Rhodesia that it has proved to be a blessing in disguise, as it is serving to eliminate scrub cattle from that colony. So much of Rhodesia is peculiarly situated for pastoral industries that only the distance from markets prevents the development of stock raising on a

large scale. Sooner or later, however, it will be possible to export cattle through Walfisch Bay; and the western portion of Southern Rhodesia, together with the northern marches of Bechuanaland and Southwest Africa, will be the seat of one of the world's largest pastoral industries.

Among mineral products, gold has registered another slight decline. During the year considerable work was done upon platinum and diamonds, but the results of this development will not show for some time yet.

A steady increase in the production of coal and chrome ore occurred. The Wankie fields doubled their exports to the Belgian Congo, and the exports of chrome likewise showed a satisfactory expansion. On the other hand there was a slight falling off in the production of raw asbestos, which is Rhodesia's leading base metal. There was no particular significance in this reduction.

IMPORTS

The imports into Rhodesia during 1926 and 1925, by classes of commodity, were as follows:—

	1926	1925
Foodstuffs	£ 675,982	£ 501,675
Beverages	138,277	118,043
Tobacco and manufactures	158,501	104,865
Textiles and textile products	1,266,337	1,163,797
Metal products, machinery, vehicles	2,251,673	1,495,575
Minerals, earthenware, glassware	68,172	69,470
Oils, waxes, paints, varnishes	354,483	253,474
Drugs, chemicals, fertilizers	289,205	218,229
Leather and rubber products	205,907	153,667
Wood, and wood products	213,973	149,725
Books, paper, paper products	116,203	91,402
Jewellery, fancy goods, instruments	116,274	99,612
Miscellaneous	338,891	293,112
	<hr/> £6,193,878	<hr/> £4,712,646

The total import demand improved by 22 per cent, and every class of commodity, with the exception of minerals, earthenware and glassware, registered marked increases.

The most important increases occurred in the divisions of foodstuffs and of metal products. These two classes alone accounted for more than half of the total increase. Yet the trade in every direction was very satisfactory, reflecting the healthy tone of Rhodesian buying power and the marked commercial and industrial progress of the colony.

Among foodstuffs the imports of flour were constant, but about 1,500 tons more wheat was entered. There was no exceptional increase in any other item, but larger imports were registered in a wide range of commodities, notably maize, dairy products, oatmeal, biscuits, confectionery, tinned fish, jams and jellies, preserved meats, condensed milk, potatoes, sugar, tea and coffee.

The increase in beverages was well distributed over all the principal items. A marked increase in tobacco imports resulted from largely augmented sales of South African cigarettes.

Among the textile items, the business was little different from that of the preceding year. A slight loss in native goods was repaired by increased imports of cotton piece goods, haberdashery, and ready-made outerwear.

In the metals, machinery and vehicles division, the imports of agricultural implements were approximately the same as in the preceding year, but considerably larger quantities of electrical and mining machinery were imported. There was a large increase of nearly £200,000 in railway rolling stock.

Among primary iron and steel products, there was an increased demand for bar, bolt and rod iron, and a particular increase in the imports of pipes and piping. The large galvanized sheet trade went up by approximately 50 per cent.

All building hardware showed moderate increases. Fencing wire was stationary.

An increase of about 25 per cent occurred both in the number and in the value of motor cars imported, and this increase was fairly constant throughout the vehicle items.

In minerals and glassware, the only fall off of the year took place, and the loss was too slight to attribute to any particular item. On the other hand, a considerable increase characterized oils, paints and varnishes. Lubricating oils and motor spirits contribute practically the entire amount of the improvement in this class, although a larger quantity of soap and a slightly greater amount of paint products were imported than in the former year. Among drugs, chemicals and fertilizers, the imports of cyanide were up slightly and insecticides also improved their position. The big increase in this class, however, was in fertilizers—a constantly growing trade to which Canada unfortunately does not cater.

Among leather and rubber products, the imports of all classes of footwear improved, and marked increases were also to be noted in the tire and tube items.

There was an improved demand for all imported building materials. The increase in lumber was particularly noticeable. Practically all rough building timbers, as well as floorings and joinery, increased considerably, and the furniture trade likewise developed materially.

The imports of printing paper were on a level with those of the preceding year, but a considerable increase took place in wrapping papers, in paper manufactures, and in stationery.

Among jewellery, musical instruments, fancy goods and miscellaneous items, the demand for phonographs extended considerably. The value of cinema films was up by about 20 per cent, although the footage remained the same. The imports of matches were greater than in the previous year, and there was a considerably greater sale of explosives and miscellaneous industrial equipment.

ORIGINS

The origins of Southern Rhodesian imports were as follows:—

	1925		1926	
	£	Per Cent	£	Per Cent
United Kingdom	2,343,710	49.5	3,050,451	49.3
South Africa	782,641	16.3	1,197,176	19.3
United States	591,275	12.5	808,306	13.2
India	195,369	4.1	212,876	3.6
Canada	174,562	3.7	194,064	3.4
Germany	103,670	2.2	143,405	2.3
Other parts of the British Empire	69,456	1.5	63,163	0.9
Other foreign countries	451,963	9.6	525,427	8.7
	4,712,646		6,194,868	

In the past five years the import trade of Southern Rhodesia has expanded by about 40 per cent and all important suppliers have kept pace in this expansion. Great Britain's increase during that period has been precisely 40 per cent; year by year she has continued to find approximately one-half of all Rhodesia's requirements. In the same five years South Africa has increased her trade by about one-quarter, due to her growing supplies of foodstuffs. American business has more than doubled, while the trade of Canada and India has almost tripled. Germany, on the other hand, has shown a considerable falling off, and of the other foreign suppliers, Belgium, Japan and Sweden have made very little progress. Among British Empire countries, Australia has not improved her position to any particular extent. In the case of South Africa, her trade with Rhodesia was diminishing for several years, but the 1926 figures show a welcome recovery.

The trade of the principal suppliers follows the same directions as in other parts of the sub-Continent. Great Britain is predominant in imports of every class of commodity except foodstuffs, tobacco and wood products. In foodstuffs and tobacco South Africa leads, and in timber the supplies are largely Swedish. Great Britain experiences severe competition in all classes of metal goods from the United States, and comparatively little competition in other items except motor car tires and tubes, and perhaps in certain specialized lines for the native trade in which the Continent is strong.

India's business is very largely in jute sacks. Sweden has the bulk of the timber trade and little else. France and Italy supply moderate quantities of cheap textiles. The German trade is fairly well distributed over native goods and general European merchandise. It is business that is recovering very slowly.

CANADA'S SHARE

Southern Rhodesia's tariff is strongly preferential. While free trade exists between the Union of South Africa and the Rhodesias, a reservation grants the colony autonomy in the matter of preferences. The average general duty is 20 per cent *ad valorem*, and the average British preferential duty is 9 per cent. This advantage is sufficient in many cases to give the business to British Empire manufacturers. Moreover, it is likewise sufficient to induce the import of many products through Beira instead of through the Union ports, where the preferential advantage may be lost.

Canadian trade in Southern Rhodesia has increased from £69,176 in 1922 to £194,064 in 1926, and it seems probable that this increase will be continued. The great handicap to Canadian business is the fact that Beira is not included in the South African range of ports, and that consequently goods must be routed either through American ports or with transshipment at Durban. The third alternative is the routing of Rhodesian goods through Port Elizabeth, which is quite satisfactory in so far as the Bulawayo area is concerned, but which is impossible for Salisbury and Eastern Rhodesia, where development is proceeding rapidly. Much business is being undoubtedly lost through inability to serve Beira direct.

Canadian business in Southern Rhodesia follows the same direction as in South Africa. Among foodstuffs, Canada supplies about one-quarter of the imports of wheat and the same proportion of the flour. South African and Canadian are the only flours imported. Canada, however, holds a very small share of the oatmeal business, and furnishes by no means the same percentage of the dairy imports which she supplies in South Africa. It would appear as if in many foodstuffs items, South Africa is a stronger competitor in Rhodesia than she is at home.

In confectionery, the Canadian figures are likewise disappointing, the business being monopolized by Great Britain. The trade in tinned fish, however, is satisfactory, and has increased considerably of recent years.

In condensed milk, Holland and Norway have the bulk of the trade, and in jams and jellies, South Africa is preponderant. Another large South African trade is potatoes, and of the Rhodesian sugar requirements, South Africa supplies something more than two-thirds of the total, the remainder being found by Portuguese East Africa.

The imports of Canadian foodstuffs into Southern Rhodesia totalled £32,159 in 1926, or approximately 16 per cent of the total. This is relatively a greater proportion of the whole than in the case of South Africa, where the Canadian share is about 10 per cent of the total.

The remainder of Canada's trade in Southern Rhodesia is concentrated under comparatively few headings. In agricultural implements she does not

possess anything like the same share of the business as in South Africa. To some extent this arises out of the specialized nature of the demand, but to a greater extent because the territory has not been given equal attention. In the item of ploughs, whereas Canada supplies approximately 25 per cent of the South African imports, the Dominion only supplies 9 per cent of those of Rhodesia, even though the same companies are represented in both territories. These figures are significant of Canada's failure to develop Rhodesian business.

The same tendency is evidenced in the majority of iron and steel items. In pipes and piping—a trade in which Canada has made marked progress in South Africa during the past two years—the Canadian share of Rhodesian imports is still negligible. The same is true of all lines of builders' hardware and tools and implements. The only strength shown is in the motor vehicle division, in which on account of the heavy preference Canada continues to do well. It seems probable, however, that much of the business in the near future will pass to South African assembly plants.

Canada reappears as an important supplier in the rubber goods imports of Southern Rhodesia. She has a fair share of the canvas footwear trade, and is second only to Great Britain in the supply of motor car tires and tubes.

In timbers and wood products, Canada has made comparatively little impression upon the Rhodesian market, supplying negligible quantities of pine and other rough timbers, and practically no manufactured woods. This arises out of the difficulty of obtaining Canadian ocean freights to Beira. Failure is equally marked in all classes of joinery and furniture.

Canada has done somewhat better in papers. The Rhodesian demand, however, is mostly for flat newsprint, and consequently Great Britain has a larger share than if the trade were in reels. The Dominion leads in the supply of wrapping papers, but this business is not of any particular importance. In stationery, musical instruments, fancy goods, and miscellaneous imports, the Canadian share is negligible.

Of all areas in the sub-Continent, Southern Rhodesia affords the best opportunity to Canadian exporters. European immigration into this colony is increasing more rapidly than into any other area. Both agricultural and mineral industries are developing apace. It seems as though Rhodesia and adjacent territories may come up within the next few years to be world sources of live stock and of base metals. Moreover, the Rhodesian demand is for the most part high-class. The ordinary Rhodesian shop contains a much better variety and quality of article than one finds in a similar South African establishment. Furthermore, the population is entirely British, subsisting on British capital, and their desire to purchase goods of Empire origin is most marked.

Nevertheless it is a little difficult to suggest practical measures by which Canadian trade can be increased in the Rhodesias. For the most part, both Northern and Southern Rhodesia are included in the territories of South African manufacturers' representatives, and rightly so, since there is no agency community in Rhodesia in position to obtain any great share of the colony's business. On the other hand, if a South African agent wishes to tour Southern Rhodesia (omitting Northern Rhodesia, which area is manifestly too new to warrant regular visits), he must travel approximately 3,000 miles to cater to the requirements of about 30,000 Europeans and perhaps 1,000,000 natives. There are few Canadian exports in sufficient demand to make such travelling profitable. Consequently, the South African agent accepts such Rhodesian business as comes his way through occasional solicitation, and for the remainder, allows the territory to look after itself.

To a very great extent sales can be made in London on Rhodesian account easier than within the colony. In every class of article (except perhaps textiles,

in which Canada is not particularly interested), the majority of Rhodesian buying is done in London. These buyers are attached to the head offices of the Rhodesian distributors, and are in position to close business without reference to Rhodesia. Moreover, there is much less inclination in Rhodesia to demand the exclusive distribution of any product than in South Africa. Even when such exclusive distribution is demanded as the price of orders, the resultant business is proportionately larger than could be obtained from a similar South African connection. On these accounts approaches to the London offices of Rhodesian firms are often the most satisfactory and profitable. This is particularly true in the case of the larger organizations which have branches in various parts of the sub-Continent.

COMMERCIAL NOTES FROM NEW SOUTH WALES

COMMERCIAL AGENT B. MILLIN

Motor Vehicle Trade in New South Wales

Sydney, July 28, 1927.—At the end of 1920 there were 40,091 motor vehicles in New South Wales, comprising 26,119 motor cars, 2,901 motor lorries, and 10,991 motor cycles. By the end of last year the total number had increased nearly fourfold to 153,085, of which cars numbered 104,675, motor lorries, 22,986, and motor cycles 25,424. During the period motor lorries increased by 800 per cent, cars by 400 per cent, and motor cycles by 250 per cent.

Taking the average value of motor cars at the end of 1926 at £300—by no means an excessive figure as the cost price of the most popular makes is still between £400 and £500—a sum of £31,402,000 invested in motor cars alone. The proportion of motor vehicles to the population is about one to fifteen.

Child Endowment in New South Wales

A new act entitled the Family Endowment Act came into operation in the State of New South Wales on July 1. A child for the purposes of the act means a legitimate child. The head of a family, who is earning an amount equal to the basic wage which has just been declared,—that is £4 5s. per week—is entitled to claim £13 a year (or 5s. per week) for each child in his family under the age of fourteen years. If, however, a man is earning more than the basic wage he is entitled to claim for only so much endowment as would bring his income up to the level of that of a man on the basic wage drawing endowment for a similar number of children to his own.

The family fortunate enough to be in receipt of an income sufficiently large to place them beyond these limits is not entitled to draw anything under the endowment scheme. Thus a family with an income equal to the basic wage would receive an income augmented by the endowment of £4 10s. per week if there was one child, £4 15s. if there were two children, and £5 if there were three children. A man with two children already earning £4 15s. per week would derive no benefit; but on the other hand, one drawing £4 10s. per week, with two children, would be entitled to claim for one child.

Although it is the head of the family who will generally be claimant for the endowment, the act specifies the mother, the person representing the mother, or the person who has legal custody and is responsible for the maintenance of the child or children, as the individual to whom the endowment money will be actually paid.

The fund will be provided by employers of an amount equal to 3 per cent of the total amount of wages paid by private employers and statutory authorities of the State. Where the total amount of wages paid by private employers does not exceed £150 per year, the subscription does not apply.

Annual Stud Sheep Sales at Sydney

The annual Sydney sheep show has just closed, and a finer collection of sheep in all points that represent the acme of type, constitution, and covering in each of the breeds has not previously been seen in a Sydney exhibition.

The total entries, which represented 1,097 sheep, or over 400 more than last year, constituted a record. Judging by the developments at the sales, a distinct movement is noticeable among sheepmen towards the production of medium to fine quality wool as against the trend towards broader quality seen previously. A noteworthy feature also was firmness noticeable in prices for long wool rams, chiefly Border Leicesters, which comprised the bulk of the long wools submitted.

The most notable transaction in the history of stud sheep breeding in Australia was the sale at the close of the show of the stud ram David to the proprietors of Boonoke North station for the sum of £5,250. In itself the sale is not a record one, but it is equal to the sale made two years ago. In Corriedales the sum of £183 15s. was paid for a ram—a record for this class of sheep.

In the machine sheep-shearing competition the winner shorn four sheep in 12 minutes 20 seconds.

Proposed Exhibition at Sydney in 1931

To coincide with the completion of the great arch bridge which is now being constructed over Sydney Harbour, the State Government is now considering a proposal to hold a great exhibition in 1931. The cost will depend upon whether it is to be an Australian, an Empire, or an International exhibition. It is estimated that an Australian exhibition will cost about £1,000,000, an Empire exhibition £2,000,000, and an International exhibition £3,000,000.

Close of Australian Wool Season, 1926-1927

The Australian wool-selling season closed on June 30 last. The total number of bales received shows a considerable increase on seasons since 1922-23. Of the 2,508,374 bales received into stores, the total disposals (sales and shipments) were 2,482,948 bales, and the carry-over until this season was 25,426 bales, the smallest number recorded for many years.

Sydney is still the chief wool-selling centre of Australia, the number of bales dealt with at the various wool-selling centres being as follows: Sydney, 1,146,543; Melbourne and Geelong, 627,304; Brisbane, 318,914; Adelaide, 237,981; Perth, 140,520; Hobart, 37,412.

The total value of the wool sold in the Commonwealth was £55,500,000, which compares with £57,700,000 and £55,545,000 in the two previous seasons respectively, when much advanced prices were obtained as compared with those of the last season, which averaged £22 9s. 10d. per bale.

BOUNTIES FOR RUSSIAN FLAX-GROWERS

The granting of bounties to flax-growers in order to stimulate flax-growing in Russia is recommended, writes a Moscow correspondent of the *Manchester Guardian Commercial*. The Trade Commissariat considers that all the flax-growing regions should be eligible for the bounty, and that it should be given to all growers introducing improved methods of alternating crops, cultivating the soil, and manuring. The number of such growers may be taken as 12,000, or about 1 per cent of all the growers. The average amount of the bounty would be about 30 roubles (£3) per grower. The bounty should be distributed in the form of agricultural plant, fertilizers, and other agricultural requirements. The Trade Commissariat is in favour of collecting two or three kopecks on each pood (36½ pounds) of flax fibre bought up by the State and co-operative organizations. The fund thus obtained should be devoted to various agricultural and technical measures, a part of it going to the bounty fund.

PROVISIONS IN THE INDIAN MARKET

TRADE COMMISSIONER H. R. POUSSETTE

[The rupee is valued at 36 cents Canadian currency.]

CHEESE

Calcutta, August 4, 1927.—The importations of cheese into India are fairly substantial, and during the last three years show a slight but steady increase. For the year ending March 31, 1925, the purchases of foreign cheese amounted to 9,714 cwts.; in the following year to 10,013 cwts., and in the year ended March last to 11,258 cwts.

Cheese is imported in pieces of about twelve pounds weight, and also in tins. There are three varieties in the greatest demand, that is, English Cheddar, which costs the importers about Rs. 1/4/ per pound ex godown, and two kinds of Dutch, Edam and Gouda, which cost about 14 annas per pound. Small quantities of cheddar cheese in tins are imported from both Canada and the United Kingdom. The cheddar cheese in pieces is packed in canvas, and then in salt mixed with sawdust. The sawdust is included in order to obviate the paying of duty on the salt. Gouda cheese is packed in salt bladders laid in sawdust. The Edam cheese comes packed in tins.

One of the principal difficulties in connection with the handling of cheese not contained in hermetically sealed tins is the shortage or lack of cold storage both on steamers and in the principal centres. It is sometimes found on arrival that owing to the heat of the steamers the cheese is found to be wormy, the consequence of which is that dealers will only order in small quantities. But even when the goods do arrive safely, the climatic conditions are so unfavourable that storage presents a difficult problem, so far beyond the compass of the average Indian merchant. Passenger steamers can provide limited cold space during the hot weather months when travel is reduced to a minimum, but at the time when it is most required by the importer, it has to be reserved for the use of the steamer. It will be gathered from this that the only cold space available is that which passenger steamers can spare from their own necessities. Undoubtedly if cold storage facilities were provided by the steamship companies and in the large centres, an enormous business could be done in large cheeses packed in the ordinary way.

CANNED AND BOTTLED FRUITS

There is a steady demand for canned and bottled fruits, which are principally imported from the United States and Australia. For the year ending March 31, 1925, there were imported 17,481 cwts. of canned and bottled fruits. The following year this had risen to 21,554 cwts. and in the year ended March last the imports amounted to 20,443 cwts.

The most popular fruits are peaches, pears, apricots and apples. Canned strawberries and raspberries are not popular amongst dealers as, owing to the seeds which the fruits contain, the tins are inclined to blow. Tinned fruit salad is also in demand, as likewise are cherries, but of all the varieties peaches appear to be the most popular.

LABELLING

The labelling of canned fruit, or any kind of canned provisions for that matter, is of the utmost importance. One agent goes so far as to state that on a first order he could sell almost any kind of fruit providing the label was attractive. Undoubtedly one of the most taking labels is that of a firm of United States packers. It has a very pleasing background and the fruit depicted on it conveys so realistic an impression that undoubtedly it does much to sell the contents. Shown some labels the other day, one agent remarked that the illustration of the fruit which the tin contained was not large enough, and was apt to convey the impression that it was small. He also recommended

that the label, which was dull, should be changed for one with a glossy surface. He also stated that "good packing is absolutely essential in India, and it is a penny wise and pound foolish proposition to attempt to market goods unless this is first-class. Merchants insist upon it."

Appearance of Contents.—One important point in connection with canned fruit is that of colour. Even if the fruit is somewhat hard, it is most important that it shall be of what the market considers a pleasing colour. Pears should be white and even in appearance, and should contain no unsightly marks where the core has been extracted. Peaches should also be of a good quality and it is particularly necessary that they be firm in appearance. Some peaches, perhaps due to lusciousness, are somewhat soft and broken, and consequently when poured into a dish do not please the eye of the average housewife. It may be argued that the softer peach is more luscious, and more suitable for eating and for cooking purposes, but that has little weight with the dealer. He wants a fruit that is pleasing to the eye as he finds it easier to sell. Most dealers follow the lines of least resistance and will not trouble themselves to introduce or push a line that presents difficulties in sale.

Syrup must not be too light and should be of a rich sweet flavour.

PRICES

One brand of choice California Bartlett pears with heavy syrup sell at Rs. 14/2/ landed into store, and another costs Rs. 11/2/. Choice yellow peaches with heavy syrup are equal in price. Choice heavy syrup cherries are Rs. 14/8/ and Rs. 14/-. The approximate c.i.f. price can be arrived at by subtracting from the above prices 15 per cent of the value of the goods which is represented by customs duty and 12 cents per case Canadian currency which represents the landing charges. Prices of pears and peaches are for 2½-pound tins, and the price for cherries refers to 2-pound tins known as 2's.

The market for canned fruit is an expanding one, or should be, for it is bought by Indians who can afford it as well as Europeans. With increasing wealth and a tendency to a higher standard of living, the sale of canned fruits and other kinds of provisions that are not excluded from the Indian dietary on religious grounds should enjoy a widening market.

JAMS

Jams and jellies are imported in quantities a little less than canned fruits. For the three years ending March 31 last the quantities were 16,858, 14,875 and 14,756 cwts. respectively.

Jams are principally imported from the United Kingdom and Australia. One brand from the latter country is energetically pushed and appears to be meeting with increasing favour. English jams enjoying popularity are quoted at about 6s. 5d. per dozen f.o.b. United Kingdom. All flavours are in demand.

CANNED VEGETABLES

There is a limited demand for canned vegetables, confined practically entirely to Europeans. The most popular line of canned vegetable is asparagus, which is used as a special course for dinners. There is also a sale for choice peas, corn, and tomatoes. The statistics do not specify the quantities of canned vegetables which are imported into India. The most popular lines come from California, and like the fruits vary somewhat in price as between marks. Choice peas for the two brands mentioned under canned fruits cost Rs. 8/4/ per case for 2's landed into store. Choice corn costs respectively Rs. 8/8/ and Rs. 8/4/; tomatoes, 2½'s, cost Rs. 9/ and Rs. 8/ respectively.

As with fruits, the c.i.f. price can be obtained by deducting the duty at 15 per cent ad valorem and 12 cents per case for landing charges.

ECONOMIC SITUATION OF FRANCE

TRADE COMMISSIONER HERCULE BARRÉ

Paris, August 19, 1927.—The economic situation of France continues to be healthy. Treasury receipts for July are in excess of budget estimates, and the trade balance for the first seven months of the year is favourable. Unemployment decreases steadily. Official estimates of the wheat and other crops are optimistic, in spite of somewhat adverse weather conditions in many parts of France. The annual charges for interest on France's internal and external debts are reduced for 1928 by nearly two billion francs. The Franco-German Commercial Agreement just signed is considered as definitely advantageous to the agricultural, manufacturing, and commercial interests of the country.

TREASURY RECEIPTS

The treasury receipts for July exceeded 4,747,000,000 francs, which mean a substantial excess over budget estimates, though the exact amount of this excess will not be known for a little while. The total receipts for the first seven months of the year amount to 22,611,000,000, exceeding budget estimates by 1,033,337,000 francs.

IMPORTS AND EXPORTS

The official figures of the foreign trade of the country for the January-July period, compared with those of the same period of last year, show a diminution of 9 per cent in the value of the imports and of 1.80 per cent in the value of the exports, but the quantities imported and exported show an increase of about 10 per cent over the corresponding period of last year. The decrease in value is due to the improved purchasing power of the franc. The net result is a surplus of 265,000,000 francs in value of exports over imports for the period under review.

Imports

	Jan.-July, 1927	Jan.-July, 1926	Inc. or Dec.
	Francs	Francs	Francs
Foodstuffs.	8,457,283,000	6,180,790,000	Inc. 2,276,493,000
Raw materials	19,368,320,000	23,626,977,000	Dec. 4,258,657,000
Manufactured goods ..	3,360,790,000	4,519,743,000	Dec. 1,158,953,000
Totals	31,186,393,000	34,327,510,000	Dec. 3,141,117,000

Exports

	Francs	Francs	Francs
Foodstuffs	2,881,483,000	2,662,706,000	Inc. 218,777,000
Raw materials	9,775,298,000	9,115,082,000	Inc. 660,216,000
Manufactured goods ..	18,794,576,000	20,259,774,000	Dec. 1,465,198,000
Totals.	31,451,357,000	32,037,562,000	Dec. 586,205,000

Imports in Metric Tons (January-July, 1927)

Foodstuffs	4,067,439	2,796,581	Inc. 1,270,858
Raw materials.	24,940,501	23,338,285	Inc. 1,602,216
Manufactured goods ..	702,682	844,032	Dec. 141,350
Totals	29,710,622	26,978,898	Inc. 2,731,724

Exports in Metric Tons

Foodstuffs	739,737	867,526	Dec. 127,789
Raw materials	17,869,637	15,336,927	Inc. 2,532,710
Manufactured goods ..	3,023,879	2,621,304	Inc. 402,575
Totals	21,633,253	18,825,757	Inc. 2,807,496

TARIFF CHANGES AND CUSTOMS REGULATIONS

Proposed Marking of Apples, Pears, and Lard Imported into Great Britain

It is announced that an application for an Order in Council under the British Merchandise Marks Act, 1926, to require the marking of imported fresh apples, pears, and lard, has been referred for inquiry to the Standing Committee set up under the Act by the Minister of Agriculture and Fisheries, the Secretary of State for the Home Department, and the Secretary of State for Scotland, acting jointly.

Proposals Under British Merchandise Marks Act

An application for an Order in Council under the British Merchandise Marks Act, 1926, to require the marking of imported oatmeal and rolled oats, and also oatmeal milled in United Kingdom from imported oats, has been referred for inquiry to the Standing Committee set up under the Act by the Minister of Agriculture and Fisheries, the Secretary of State for the Home Department and the Secretary of State for Scotland acting jointly.

It has been announced that the Standing Committee (General Merchandise) appointed by the Board of Trade will hold inquiries as to whether the undermentioned articles and descriptions of imported goods shall bear an indication of origin as follows:—

- (1) Mowing machines of the rotary blade type—3rd and 4th October.
- (2) Boots, shoes and slippers of all descriptions, except those made of rubber—10th and 11th October.
- (3) Furniture and cabinet ware—17th and 18th October.
- (4) Pottery—24th, 25th, and 26th October.

New Zealand Invoice Regulations

ASSISTANT TRADE COMMISSIONER PAUL SYKES

Auckland, July 26, 1927.—The attention of this office has been drawn to the fact that, owing to the laxity of some exporters in invoicing shipments to New Zealand, difficulties have lately arisen in clearing goods through the New Zealand customs. It may be pointed out that the New Zealand Customs Department prescribes a form of invoice to be used in the shipment of goods from other countries. This includes not only a statement of the quantity and description of the goods and their domestic values and selling prices to the purchaser, but also either a combined certificate of value and origin (to be used for goods entitled to entry under the British Preferential Tariff) or a certificate of value for those goods not entitled to be entered under the above tariff. Goods of the two classes are not to be grouped under the one invoice but must be invoiced separately.

The British Preferential Tariff applies to goods produced or manufactured in Canada. For the purposes of the Customs Act, the following classes of goods are given preferential rates:—

- (1) Goods wholly produced in Canada; or
- (2) Those wholly manufactured within Canada from Canadian materials;
- (3) Goods wholly manufactured in Canada from unmanufactured raw materials or from one or more of a specified list of partly manufactured materials; and
- (4) Goods partially produced or manufactured in Canada when the final manufacturing process has been performed in Canada and the expenditure on Canadian material and labour in each article forms not less than one-half of the factory cost of the finished product. (In the computation of this cost, profit or commission, royalties, packing or shipping charges must not be included.) In addition, it may be added that goods which have entered into the commerce of or been subjected to further manufacture in countries not entitled to British preferential tariff treatment shall not be admitted under this tariff except by special permission of the Minister.

Detailed regulations and samples of the prescribed forms of invoice to be used in export business with New Zealand are on file in the Department of Trade and Commerce, Ottawa.

Some French Minimum Tariff Rates Increased

Mr. Hereule Barré, Canadian Trade Commissioner in Paris, cables some new rates of duty under the French tariff made effective September 6, 1927, affecting commodities of interest to Canada. The changes are increases in duty which come into force provisionally in consequence of authority given the Government by a law promulgated on July 29.

The Government has been authorized exceptionally and for a period of three months to modify duties so far as may be necessary for the urgent conclusion of commercial agreements, some goods being excepted. The new duties may be enforced only provisionally at the same time as the agreements which are responsible for them. The duties now in question arise out of a commercial agreement between France and Germany. Increases which are made in the minimum tariff apply not only to Germany but also to most-favoured-nations. Canada is guaranteed the minimum tariff and most-favoured-nation treatment on certain commodities in the existing convention of commerce with France.

Some of the new minimum rates with rates formerly in effect are shown in the appended statement.

(French franc equals about 4 cents in Canadian money; 100 kg. equal 220 pounds.)

	Former Rates (Francs per 100 kg.)	New Rates
Wheat	18.20	25
Bronze powder	340	500
Wrapping paper, kraft	(plain paper weighing over 30 grammes per square metre; 51 francs; weighing less, 76.50 francs)	80
Asbestos sheets, rectangular	115	150
Asbestos sheets, other shapes	230	250
Mowers	40.80	80
Reapers and binders weighing more than 400 kilo- grammes	40.80	80
Prepared furs	Free—170	18% ad val.

A new minimum tariff has been established of 850 francs per 100 kg. on aluminium utensils. On this item Canada formerly enjoyed an intermediate rate between the minimum and general. Particulars as to how the intermediate rate will be affected by the new schedule have not been received.

Revision of Greek Tariff on Flour

Mr. Jean J. Guay, Canadian Trade Commissioner in Milan, Italy, cables that information has been received from Athens, Greece, to the effect that a Greek decree has been submitted to the Chamber fixing the duty on flour at 10.7 gold drachmæ per 100 kilogs, and that this duty went into force on August 29. The value of the Greek gold drachma is 19.3 cents. The former rate was 9 drachmæ per 100 kilogs, subject to a coefficient or multiplier of 14 when the duty was paid in paper drachmæ, meaning that the 9 drachmæ were practically regarded as gold drachmæ.

There have been in force in Greece surtaxes of various kinds which are approximately 75 per cent of the duty otherwise leviable.

WALFISCH BAY WHARF OPENED

The new wharf at Walfisch Bay, Southwest Africa, which is expected to have a marked effect on the port's development, has been formally opened, says the *London Times Trade Supplement*. The wharf is 1,500 feet long, can accommodate three ships at a time, and is served by a channel $2\frac{1}{4}$ miles long and a turning basin 700 feet wide. The chief export trade of the port is in frozen beef, and the Imperial Cold Storage Company has established large works there. The new landing facilities are expected to encourage an import trade. Petrol, fencing material, groceries, and mining machinery will naturally be shipped direct instead of through the Union.

DRIED MILK REGULATIONS IN THE UNITED KINGDOM**TRADE COMMISSIONER HARRISON WATSON**

London, August 19, 1927.—Following close upon the heels of the recently issued changes in the Condensed Milk Regulations, the British Minister of Health announces amendments in the Act which governs the sale of Dried Milk products.

As in the case of condensed milk, the draft alterations are mainly in the direction of labelling, but in view of the importance of this feature, the amendments which come into operation on July 1, 1928, are reproduced below in their entirety. The regulations originally adopted were published in *Commercial Intelligence Journal* No. 1021 (August 25, 1923).

The following paragraphs shall be substituted for subdivision (1) of paragraph 1 and paragraph 2 of the First Schedule to the principal Regulations:

(1) Every tin or other receptacle containing dried milk (other than dried milk to which sugar or some other substance has been added) shall bear a label upon which is printed such one of the following declarations as may be applicable or such other declaration substantially to the like effect as may be allowed by the Minister:—

(i) In the case of full cream milk, that is to say, dried milk containing not less than 26 per cent of milk fat:—

DRIED FULL CREAM MILK
THIS TIN CONTAINS THE EQUIVALENT OF
(a) PINTS OF MILK

(ii) In the case of partly skimmed milk, that is to say, dried milk containing not less than 8 per cent but less than 26 per cent of milk fat:—

DRIED PARTLY SKIMMED MILK
((b) CREAM)
SHOULD NOT BE USED FOR BABIES EXCEPT
UNDER MEDICAL ADVICE
THIS TIN CONTAINS THE EQUIVALENT OF
(a) PINTS OF (b) CREAM MILK

(iii) In the case of skimmed milk, that is to say, dried milk containing less than 8 per cent of milk fat:—

DRIED MACHINE-SKIMMED MILK
[OR DRIED SKIMMED MILK]

UNFIT FOR BABIES

THIS TIN CONTAINS THE EQUIVALENT OF
(a) PINTS OF SKIMMED MILK

2.—(a) The prescribed declaration shall be printed in dark block type upon a light coloured ground.

(b) There shall be a surrounding line enclosing the declaration and in the case in which the words "unfit for babies" are required to be used there shall be another such line enclosing those words.

(c) The distance between any part of the words "unfit for babies" and the surrounding line enclosing those words shall be not less than one-sixteenth of an inch.

(d) No matter other than that hereinbefore prescribed shall be printed within either surrounding line.

(e) The type used for the declaration shall not in any part be less than one-eighth of an inch in height (or if the gross weight of the tin or other receptacle does not exceed twelve ounces, one-sixteenth of an inch in height) and the type used for the words "unfit for babies" shall not be less than twice the height of any other part of the declaration.

4. No person shall expose or offer for sale for human consumption any dried skimmed milk in a tin or other receptacle enclosed in a paper or other wrapper unless the words "unfit for babies" are printed on the outside of such wrapper within a surrounding line, the type used for the words being not less than a quarter of an inch in height and the printing being otherwise in accordance with the rules prescribed for the printing of the same matter on the label affixed to the tin or other receptacle.

FOREIGN EXCHANGE QUOTATIONS FOR THE WEEK ENDING SEPTEMBER 6, 1927

The Foreign Exchange Department of the Bank of Montreal has furnished the following statement of the nominal closing quotations for all the principal exchanges for the week ending September 6, 1927. Those for the week ending August 29, 1927, are also given for the sake of comparison.

Country	Monetary Unit	Parity	Week Ending August 29, 1927	Week Ending September 6, 1927
Britain	£	\$4.86½	\$4.8595	\$4.8591
Belgium	Belga	.1390	.1391	.1391
Czecho-Slovakia	Crown	.20263	.0295	.0296
Finland	Mark	.0252	.0252	.0252
France	Fr.	.1930	.0391	.0391
Holland	Florin	.4020	.4007	.4005
Italy	Lire	.1930	.0543	.0543
Spain	Pes.	.1930	.1683	.1688
Portugal	Esc.	1.0805	.0500	.0500
Switzerland	Fr.	.1930	.1927	.1927
Germany	Reichs Mk.	.2382	.2378	.2377
Greece	Dr.	.1930	.0131	.0132
Norway	Kr.	.2680	.2597	.2625
Sweden	Kr.	.2680	.2683	.2684
Denmark	Kr.	.2680	.2676	.2675
Austria	Schilling	.1407	.1412	.1412
Japan	Yen	.4985	.4730	.4725
Siam	Tical	.3709	.4500	.4525
India	Rupee	.3650	.3625	.3637
United States	\$	1.0000	.9995	.9996
Mexico . . . . .	\$	.4985	.4760	.4785
Argentine Rep.	Peso (Paper)	.4244	.4260	.4268
Brazil	Mil.	.5462	.1190	.1185
Jamaica	f	4.86½	4.8600	4.8600
British Guiana	\$	1.0000	1.00½—1.01½	1.00½—1.001½
Barbados	\$			
Trinidad	\$			
Dominica	\$			
St. Kitts	\$			
Grenada	\$			
St. Vincent	\$			
Tobago	\$	4.8665	.6081	.6087
China	Taël			
Batavia, Java	Guilder			
Peru	Libra			
Singapore, Str. Settlement	\$			

TRADE INQUIRIES FOR CANADIAN PRODUCTS

Since the publication of the last *Commercial Intelligence Journal* there have been received the following inquiries for Canadian products. The names of the firms making these inquiries, with their addresses, can be obtained only by those specially interested in the respective commodities upon application to: "THE COMMERCIAL INTELLIGENCE BRANCH OF THE DEPARTMENT OF TRADE AND COMMERCE, OTTAWA," OR THE BOARDS OF TRADE AT ST. JOHN, HALIFAX, QUEBEC, SHERBROOKE, MONTREAL, TORONTO, WOODSTOCK, ST. MARY'S (ONT.), PORTAGE LA PRAIRIE, ST. BONIFACE (MAN.), WINNIPEG, VANCOUVER, NEW WESTMINSTER, AND PRINCE RUPERT; THE CHAMBERS OF COMMERCE AT BELLEVILLE, PETERBOROUGH, HAMILTON, ST. CATHARINES, STRATFORD, GUELPH, BRANTFORD, LONDON, ST. THOMAS, SARNIA, AND VICTORIA (B.C.); THE CHAMBRE DE COMMERCE, DISTRICT OF MONTREAL; BORDER CHAMBER OF COMMERCE, WINDSOR; THE CANADIAN MANUFACTURERS' ASSOCIATION OFFICES AT TORONTO, MONTREAL, WINNIPEG, EDMONTON, VANCOUVER, AND VICTORIA; AND THE KITCHENER AND WATERLOO MANUFACTURERS' ASSOCIATION, KITCHENER (ONT.).

Foodstuffs

803. A Leith firm are always open for connections with Canadian firms exporting foodstuffs.

804. GENERAL FOODSTUFFS.—A Glasgow firm would like to secure direct agency for Canadian exporters of general foodstuffs, especially bulk cheese, flour and starches, macaroni (loose and in cartons).

805. EGGS.—A Glasgow firm would like lowest quotations for Canadian Government graded eggs, extras and firsts; 10,000 cases handled on average.

806. PRODUCE.—A Glasgow firm who supply bakers, confectioners, and preserve makers with all necessary materials are open to sell on commission Canadian products; say fruits, milk powders, etc.

807. PRODUCE.—A Glasgow firm would like to hear from Canadian shippers of produce who are open to export.

808. CONFECTIONERS' MATERIALS.—A Glasgow firm are open to consider any lines suitable for manufacturing confectioners and also biscuit manufacturers.

809. GALLON APPLES.—A Glasgow firm would like to get in touch with Canadian shippers of solid-pack gallon apples, say 6 pounds 4 ounces per can net. (Apples approximate 6 pounds 1 ounce; water, 3 ounces.)

810. CANNED TOMATOES.—A Glasgow firm are prepared to consider agency for Canadian tomatoes, net weight 2 pounds 4 ounces (approximate), from good reliable canners.

811. BEVERAGES.—Montevidean firm of importers wish to receive quotations.

Miscellaneous

812. PILCHARD MEAL.—A Glasgow firm would like to get in touch with several shippers of pilchard meal from Vancouver.

813. OFFICE SUPPLIES.—Importer in Uruguay handling similar lines is willing to receive catalogues and prices on office supplies.

814. OFFICE EQUIPMENT, ETC.—A firm in Havana, Cuba, are desirous of getting in touch with Canadian exporters of office equipment and other stationery lines.

815. BARBER SUPPLIES.—Uruguayan firm of importers are interested in receiving quotations and catalogues on barber supplies.

816. FURNITURE AND FURNISHINGS.—A Glasgow agent is interested in representing Canadian firm dealing in furniture and furnishings. Essential terms c.i.f. Glasgow, 2½ per cent for clients for thirty days' payment, and 5 per cent commission for himself.

817. DOMESTIC WOODENWARE.—A Glasgow firm are interested in importing from Canada spring clips, broom handles, and wash boards.

818. HARDWARE AND FANCY GOODS.—A Glasgow firm offer their services as commission agents to handle Canadian goods. Quotations to be free delivered warehouse, all Scotland, free cases, 2½ per cent thirty days to customers.

819. ELECTRICAL GOODS.—A Glasgow firm are open to consider competitive lines in electrical goods and would like particulars from Canadian firms.

820. ELECTRICAL GOODS.—A Glasgow firm are interested in importing from Canada household electrical kettles, irons, radiators, and vacuum cleaners, etc.

821. CHILDREN'S VEHICLES.—Uruguayan firm of importers are willing to receive quotations and catalogues on children's vehicles of all descriptions.

822. **SANITARY FIXTURES.**—Uruguayan firm of importers are willing to receive catalogues and all quotations on modern sanitary articles.

823. **SHOVELS AND SPADES.**—Montevidean firm of importers wish to receive quotations on and catalogues of shovels and spades.

824. **FENCING WIRE.**—Importer in Montevideo wishes to receive quotations on fencing wire.

825. **COMMON GALVANIZED GAUGES, 5 to 14.**—Uruguayan importer is interested in receiving quotations from Canadian exporters.

826. **BLACK VARNISHED WIRE GAUGES, 1 to 14.**—Uruguayan importer desires to receive quotations from Canadian manufacturers.

827. **MERCHANT BARS.**—Uruguayan importer desires to receive quotations from Canadian manufacturers of merchant bars, all shapes.

828. **INDUSTRIAL MACHINERY.**—Uruguayan importer wishes to receive catalogues, descriptions, and quotations on specialties in industrial machinery.

829. **LEATHER.**—A Glasgow firm invite correspondence with Canadian exporters of leather desiring connections in Scotland.

830. **DOUGLAS FIR.**—Canadian exporters of Douglas fir are requested to communicate with a prominent Turin firm.

831. **LUMBER, ETC.**—A Glasgow firm want connection for Canadian yellow pine, birch logs, and British Columbia woods. They are merchants but wish to buy direct.

PROPOSED SAILINGS FROM CANADIAN PORTS

(The sailing dates are approximate and subject to change without notice)

From Montreal

To **ANTWERP.**—Canadian Aviator, Sept. 22; Canadian Hunter, Oct. 1; Canadian Trapper, Oct. 12—all C.G.M.M.; Bosworth, Sept. 17; Berwyn, Oct. 1—both Canadian Pacific.

To **AVONMOUTH.**—Oxonian, Sept. 17; Huronian, Oct. 1—both White Star-Dominion; Salacia, Sept. 24; Concordia, Oct. 8—both Cunard Line.

To **BELFAST, LONDONDERRY, CORK AND DUBLIN.**—Fanad Head, Sept. 25; Torr Head, Oct. 9—both Head Line.

To **CARDIFF AND SWANSEA.**—Canadian Mariner, Sept. 23; Canadian Victor, Oct. 7—both C.G.M.M.

To **DUNDEE.**—Cairnvalona, Thomson Line, Sept. 15.

To **GLASGOW.**—Metagama, Sept. 29; Balfour, Oct. 8—both Canadian Pacific; Letitia, Sept. 23; Gracia, Sept. 30—both Cunard Line.

To **HULL.**—Bay State, Sept. 20; Ariano, Oct. 4—both Furness Line.

To **LIVERPOOL.**—Montrose, Sept. 16; Montcalm, Sept. 23; Minnedosa, Sept. 30; Montclare, Oct. 7—all Canadian Pacific; Doric, Sept. 17; Albertic, Sept. 24; Regina, Oct. 1; Calgaric, Oct. 5; Megantic, Oct. 8—all White Star-Dominion.

To **LONDON.**—Canadian Aviator, Sept. 22; Canadian Hunter, Oct. 1; Canadian Trapper, Oct. 12—all C.G.M.M.; Ascania, Sept. 16; Alaunia, Sept. 23; Ausonia, Sept. 30; Antonia, Oct. 7—all Cunard Line; Bay State, Sept. 20; Ariano, Oct. 4—both Furness Line.

To **MANCHESTER.**—Manchester Commerce, Sept. 15; Manchester Producer, Sept. 22; Manchester Citizen, Sept. 29; Manchester Division, Oct. 6—all Manchester Liners.

To **NEWCASTLE AND LEITH.**—Cairnesk, Sept. 17; Cairnmona, Sept. 24; Cairntorr, Oct. 1—all Thomson Line.

To **HAMBURG.**—Cairngowan, Sept. 22; Seatwell, Oct. 6—both Thomson Line; Brant County, Sept. 20; Golden Gate, Oct. 7—both County Line; Brandon, Canadian Pacific, Oct. 8.

To **HAVRE.**—Laval County, County Line, Sept. 21.

To **ROTTERDAM.**—Queens County, Sept. 22; Key West, Oct. 5—both County Line.

To **COPENHAGEN AND BALTIC PORTS.**—Pennsylvania, Sept. 15; Frode, Oct. 5—both Scandinavian-American Line.

To **ITALIAN PORTS.**—Vallemare, Lloyd Mediterraneo Italian Service, Sept. 15.

To **SOUTH AND WEST AFRICAN PORTS.**—Cariboo, Elder Dempster Line, Sept. 15.

To **NORWEGIAN PORTS.**—Randsfjord, Norwegian-American Line, Sept. 30.

To **SOUTH AMERICAN PORTS.**—A steamer, Canadian-South American Line, Sept. 25.

To **AUSTRALIAN PORTS.**—Canadian Traveller, C.G.M.M., Oct. 1; a steamer, New Zealand SS., Sept. 17.

To **NEW ZEALAND PORTS.**—Canadian Pioneer, C.G.M.M., Sept. 24; a steamer, New Zealand SS., Sept. 24.

To ST. KITTS, ANTIGUA, BARBADOS, TRINIDAD AND DEMERARA.—Canadian Squatter, Sept. 22; Canadian Beaver, Oct. 6—both C.G.M.M.
 To BERMUDA, RAHAMAS, JAMAICA AND BRITISH HONDURAS.—Canadian Forester, Sept. 14; Canadian Fisher, Oct. 5—both C.G.M.M.
 To ST. JOHN'S, NFLD. (via CHARLOTTETOWN).—Canadian Sapper, C.G.M.M., Sept. 22, Oct. 4.
 To CORNERBROOK, NFLD.—New Northland, Sept. 14, Sept. 28; Nayarit, Sept. 19—both Clarke SS. Co.

From Quebec

To ANTWERP AND SOUTHAMPTON.—Montroyal, Canadian Pacific, Oct. 5.
 To SOUTHAMPTON AND HAMBURG.—Empress of France, Sept. 14; Empress of Australia, Sept. 21; Empress of Scotland, Sept. 28; Empress of France, Oct. 12; Montroyal, Oct. 5—all Canadian Pacific.

From St. John

To BERMUDA, ST. KITTS, ANTIGUA, MONTSERRAT, DOMINICA, ST. LUCIA, BARBADOS, ST. VINCENT, TRINIDAD AND DEMERARA.—Canadian Pathfinder, Sept. 24; Canadian Volunteer, Oct. 8—both C.G.M.M.; Haraldshaug, Pickford & Black, Sept. 21.

From Halifax

To LIVERPOOL.—Newfoundland, Sept. 21; Nova Scotia, Oct. 8—Furness, Withy.
 To LONDON.—Bay State, Furness, Withy, Sept. 23.
 To MANCHESTER.—Manchester Producer, Sept. 26; Manchester Citizen, Oct. 3—both Furness, Withy.
 To GLASGOW.—Rexmore, Furness, Withy, Oct. 10.
 To ST. JOHN'S, NFLD.—Newfoundland, Sept. 21; Nova Scotia, Oct. 8—both Furness, Withy; Farnorth, Sept. 17, Sept. 27; Sambro, Oct. 3—both Farquhar SS.; Silvia, Sept. 13, Sept. 27; Nerissa, Sept. 20—both Red Cross Line.
 To EAST COAST NEWFOUNDLAND.—Sambro, Farquhar SS., Oct. 3; Magna, Newfoundland-Canada Traders.
 To WEST COAST NEWFOUNDLAND PORTS.—Skipper, Farquhar SS., Sept. 22.
 To SOUTH COAST NEWFOUNDLAND PORTS AND ST. PIERRE-MIQUELON.—Pro Patria, French Mail Service, Sept. 27.
 To BERMUDA, ST. KITTS, NEVIS, ANTIGUA, MONTSERRAT, DOMINICA, ST. LUCIA, BARBADOS, ST. VINCENT, GRENADA, TRINIDAD AND DEMERARA.—Canadian Carrier, Sept. 23; Canadian Pathfinder, Oct. 7—both C.G.M.M.; Haraldshaug, Pickford & Black, Sept. 29.
 To SANTIAGO (CUBA) AND KINGSTON (JAMAICA).—Andalusia, Sept. 21; Caledonia, Oct. 5—both Pickford & Black.

From Vancouver

To YOKOHAMA, KOBE, NAGASAKI, SHANGHAI, HONG KONG AND MANILA.—Empress of Russia, Sept. 22; Empress of Asia, Oct. 13—both Canadian Pacific.
 To YOKOHAMA, KOBE, MOJI AND SHANGHAI.—Arizona Maru, Osaka Shosen Kaisha, Sept. 16.
 To YOKOHAMA AND KOBE.—Paris Maru, Osaka Shosen Kaisha, Oct. 6.
 To YOKOHAMA, KOBE, MIKE AND HONG KONG.—Protesilas, Sept. 27; Talhybius, Oct. 18—both Blue Funnel.
 To HONOLULU, SUVA, AUCKLAND AND SYDNEY.—Aorangi, Canadian-Australasian Service, Sept. 21.
 To MANCHESTER.—Southwestern Miller, Furness Pacific Line, Sept. 18.
 To MARSEILLES, BARCELONA, GENOA, LEGHORN, NAPLES, VENICE AND TRIESTE.—Feltre, Navigazione Libera Triestina, Sept. 30.
 To HAVRE, ANTWERP AND BORDEAUX.—Georgia, Sept. 8; Zenon, Sept. 23—both Cie. Gle. Transatlantique.
 To LIVERPOOL, SOUTHAMPTON, LONDON AND ROTTERDAM.—Drehtdyk, Sept. 23; Loch Monar, Oct. 7—both North Pacific Line.
 To GLASGOW, HAMBURG, ROTTERDAM AND ANTWERP.—Grootendyk, Sept. 18; Moerdyk, Oct. 9—both North Pacific Coast Line.
 To LIVERPOOL, LONDON AND HULL.—City of Johannesburg, Ellerman & Bucknall, Sept. 12.
 To LONDON, LIVERPOOL, AVONMOUTH, BELFAST AND DUBLIN.—Steel Scientist, Isthmian SS. Line, Sept. 24.
 To KINGSTON, JAMAICA.—Canadian Spinner, C.G.M.M., Sept. 14.

COMMERCIAL INTELLIGENCE SERVICE

CANADIAN TRADE COMMISSIONERS

Argentine Republic

E. L. McColl, Reconquista No. 46, Buenos Aires. *Cable Address, Canadian.*

Australia

D. H. Ross. Address for letters—Box 196C. G.P.O., Melbourne. Office—Safe Deposit Building, Melbourne. *Cable Address, Canadian.*

Commercial Agent: B. Millin, The Royal Exchange Building, Sydney, N.S.W.

Belgium

Yves Lamontagne, 98 Boulevard Adolphe Max, Brussels. *Cable Address, Canadian.*

Brazil

A. S. Bleakney. Address for letters—Caixa Postal 2164 Rio de Janeiro; office, Avenida Rio Branco, 9. *Cable Address, Canadian.*

British West Indies

R. T. Young, Acting Trade Commissioner. Address for letters—P.O. Box 125, Port of Spain, Trinidad. Office, Colonial Bank Building. (Territory includes Barbados, Windward and Leeward Islands, British Guiana Porto Rico and Venezuela.) *Cable Address, Canadian.*

P. W. Cook. Address for letters—P.O. Box 225, Kingston, Jamaica. Office—Jamaica Mutual Life Insurance Building. (Territory covers Jamaica, Cuba, Hayti, San Domingo, Central American States, Colombia, Bermuda and the Bahamas.) *Cable Address, Cantracom.*

China

L. M. Cosgrave. Address for letters—P.O. Box 300. Office—North China Daily News Building, 17 The Bund, Shanghai. *Cable Address, Cancoma.*

France

Hereule Barré, 17 and 19 Boulevard des Capucines, Paris. *Cable Address, Cancomac.*

Germany

L. D. Wilgress, Gutrufhaus, Neuerwall 10, Hamburg 36. *Cable Address, Mapleleaf.* (Territory covers Germany, Russia; the countries on the eastern shore of the Baltic, Poland and Czecho-Slovakia.)

Holland

A. B. Muddiman, Beursplein 26B, Rotterdam. (Territory includes the Rhine valley.) *Cable Address, Canadian.*

India and Ceylon

H. R. Poussette, P.O. Box 2003, office, Sassoon House, 4 Lyons Range, Calcutta. *Cable Address, Canadian.*

Irish Free State

F. W. Fraser, 66 Upper O'Connell street, Dublin. *Cable Address, Canadian.*

Italy

Jean J. Guay, Via Manzoni Nr. 5—Milan (2). *Cable Address, Canadian.*

Japan

J. A. Langley. Address for letters, P.O. Box 230. Office, Room No. 2, Meikai Building, Kobe. *Cable Address, Canadian.*

Mexico

C. Noel Wilde. Address for letters, Apartado Num. 126-bis, Mexico City. Office, Edificio Banco de Londres y Mexico, Num. 30. *Cable Address, Cancoma.*

Netherlands East Indies

R. S. O'Meara, P.O. Box 84, Batavia, Java. (Territory includes Straits Settlements, Federated Malay States, Indo-China, and Siam.) *Cable Address, Canadian.*

New Zealand

C. M. Croft. Address for letters, P.O. Box 33, Auckland. Office, Union Buildings, Customs street, Auckland. *Cable Address, Canadian.*

South Africa

G. R. Stevens, P.O. Box 683. Office, Westminster House, Adderly street, Cape Town. *Cable Address, Cantracom.*

United Kingdom

Harrison Watson, Canadian Building, Trafalgar Square, London, S.W. 1, England. (Territory covers Home Counties, South-Eastern Counties and East Anglia.) *Cable Address, Sleighing, London.*

J. Forsyth Smith, Fruit Trade Commissioner, Century Bldgs., 31 North John Street, Liverpool. *Cable Address, Canfrucum.*

Harry A. Scott, Trade Commissioner, Century Bldgs., 31 North John Street, Liverpool. (Territory covers North of England, Lincolnshire, North Midlands and North Wales.) *Cable Address, Cantracom.*

Douglas S. Cole, Sun Building, Clare street, Bristol. (Territory covers West of England, South Wales and South Midlands.) *Cable Address, Canadian.*

Gordon B. Johnson, 87 Union street, Glasgow, Scotland. (Territory covers Scotland and Northern Ireland.) *Cable Address, Cantracom.*

United States

Frederic Hudd, 44 Whitehall street, New York City. *Cable Address, Cantracom.*

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Commercial Intelligence Journal

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VERSITY OF TORONTO

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Deputy Minister: F. C. T. O'Hara

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TRADE COMMISSIONERS ON TOUR

Three Trade Commissioners are at present undertaking tours of the Dominion in the interests of Canadian trade. These are Mr. Harrison Watson (London); Mr. G. B. Johnson (Scotland and Northern Ireland); and Mr. C. M. Croft (New Zealand). The following are the dates of their itineraries:—

Mr. Harrison Watson

Halifax... .. September 16 and September 17
St. John... .. September 19 and September 20
Montreal... .. September 22 to October 4
Vancouver and Victoria.. .. October 10 to October 20

Mr. G. B. Johnson

Montreal... .. September 17 to September 30
Vancouver and Victoria.. .. October 5 to October 18

Mr. C. M. Croft

Toronto... .. September 7 to September 21
Guelph... .. September 22
Brantford... .. September 23
Windsor, Walkerville, and Ford.. .. September 24 to September 27
London... .. September 28
Hamilton... .. September 29 to October 1
St. Catharines... .. October 3
Oshawa... .. October 5

Canadian firms who desire to be brought in touch with the Trade Commissioners or to interview them are requested to communicate, in the case of Toronto, Montreal, Vancouver, and Victoria, with the secretary of the Canadian Manufacturers' Association, and in that of the other cities included in the above itineraries with the secretary of the Board of Trade or the Chamber of Commerce.

SWEDEN AS A MARKET FOR CANADIAN PRODUCTS

TRADE COMMISSIONER L. D. WILGRESS

I

Introductory

Hamburg, August 20, 1927.—The possibilities for the exchange of goods between Canada and Sweden are restricted by the great similarity in the basic industries of the two countries. Sweden is largely an agricultural country, yet forestry and mining play a very prominent part in the national economy and abundant waterpower resources form the basis of a flourishing manufacturing industry. No country in Europe therefore has an economic structure so resembling that of Canada.

The chief difference in the national economy of the two countries is that the natural resources of Sweden are not so diversified as those of Canada. This gives rise to openings for the sale to Sweden of certain Canadian products.

Another important factor which renders Sweden worthy of the attention of Canadian exporters is the relatively high standard of living. The market therefore is essentially a quality one, and Canadian products of good quality, which are too expensive for other European markets, can often be sold in Sweden.

PRODUCTS AT PRESENT EXPORTED

Canadian exports to Sweden consist principally of such food products as the latter country requires to import and of certain lines of manufactured goods. Among food products wheat and flour comprise the largest trade, since Sweden requires to import hard Canadian wheat to supplement the soft domestic product. Canned lobsters and fresh apples from Canada are being sought after in Sweden to an increasing extent. The openings for the sale of Canadian manufactured articles are limited by the considerable domestic production of all kinds of finished goods, as well as by the relative proximity of European competing sources of supply such as Germany and Great Britain.

In the fiscal year ending March, 1925, the total value of the Canadian exports to Sweden amounted to \$3,906,572. In 1926 the figure had decreased to \$3,542,709, due to a falling off in wheat shipments, while in the fiscal year ending March, 1927, Canada exported to Sweden goods to the total value of \$3,415,805. The chief products shipped last year were wheat, flour of wheat, canned lobsters, rubber manufactures, farm implements and machinery, automobiles, felt manufactures, live foxes, carbon electrodes, fresh apples, pickled salmon, meats, upper leather, and rolled oats. The following are the figures taken from the Canadian Trade returns.

Canadian Exports to Sweden, Fiscal Year ending March, 1927

Wheat, 1,190,569 bushels.	\$1,745,193
Flour of wheat, 92,523 barrels	642,117
Oatmeal and rolled oats, 660 cwt.	1,700
Total grain and milled products.	\$2,389,010
Canned lobsters, 3,835 cwt.	\$ 301,594
Fresh apples, 3,070 barrels	14,647
Pickled salmon, 472 cwt.	11,978
Meats	8,627
Total other foodstuffs	\$ 336,846
Rubber manufactures	\$ 266,004
Farm implements and machinery	166,413
Automobiles, No. 175	109,662
Felt manufactures	39,776

Canadian Exports to Sweden—Concluded

Electrodes, carbon, etc.	17,848
Upper leather	7,601
Automobile parts	207
Total manufactured goods	\$ 607,511
Live foxes, No. 58	\$ 21,100
All other articles	61,338
Total miscellaneous	\$ 82,438
Total Canadian exports	\$3,415,805

It will be noted from the above table that wheat accounted for slightly over half the total value of the Canadian exports to Sweden last year. Of the other commodities exported, milled products of grain comprised 19 per cent of the total exports; manufactured goods, 18 per cent; and other foodstuffs, 10 per cent.

Of the rubber manufactures exported from the Dominion to Sweden last year, pneumatic tire casings comprised a total value of \$174,943; inner tire tubes, \$33,574; rubber belting, \$15,557; and rubber hose, \$6,989. The farm implements and machinery exported to that market consisted of 428 harvesters and binders valued at \$69,500; \$53,822 worth of farm implement and machine parts; \$7,430 worth of farm and garden tools; \$7,039 worth of ploughs and parts; and \$4,208 worth of mowing machines.

FOREIGN TRADE OF SWEDEN

A study of the Swedish foreign trade statistics will further indicate the products in which Canada has an opportunity of developing business with that country.

With the exception of the war years and 1922 the foreign trade of Sweden has usually shown an unfavourable balance of trade each year. In 1926 the total imports amounted to a value of 1,489,639,721 kronor,* and total exports to 1,419,269,341 kronor, giving an excess of imports to the amount of 70,370,380 kronor. The imports last year were equivalent in value to \$66.08 per capita.

The following table gives the values of the various groups of imports and exports as classified in the Swedish trade returns:—

	Imports		Exports	
	1,000 Kronor	Per Cent	1,000 Kronor	Per Cent
Living animals	1,984	0.13	3,387	0.24
Animal products	47,514	3.19	90,541	6.38
Grain, pulse, flour, etc.	100,128	6.72	28,475	2.01
Colonial produce	148,153	9.95	369	0.03
Fruit and vegetable produce	61,051	4.10	770	0.05
Spirits, malt liquors and other beverages	15,975	1.07	250	0.02
Textile materials, raw	84,338	5.66	2,170	0.15
Yarns, thread and rope makers' wares	47,995	3.22	4,990	0.35
Textile manufactures	146,845	9.86	16,721	1.18
Hair, feathers, hides and skins, horn, bone and animal manures	51,183	3.44	24,829	1.75
Manufactures of hair, skins, bone, horn, etc.	10,666	0.72	6,593	0.46
Tallow, oils, tars, rubber and similar products	124,526	8.36	18,324	1.29
Manufactures of tallow, oils, etc. . .	24,327	1.63	5,706	0.40
Timber, unworked and hewn. . . .	12,503	0.84	15,101	1.06
Timber, sawn or further worked. . .	8,466	0.57	243,107	17.13
Dyes and colours.	15,298	1.03	1,405	0.10
Diverse vegetable products	63,325	4.25	5,237	0.37
Wood pulp, cardboard and paper . .	11,116	0.75	411,442	28.99

* 1 Swedish krone=\$0.268.

Imports and Exports of Sweden—Concluded

	Imports		Exports	
	1,000 Kronor	Per Cent	1,000 Kronor	Per Cent
Other manufactures of vegetable materials	9,281	0.62	1,996	0.14
Minerals, raw materials, etc. . .	176,680	11.86	138,401	9.75
Glass, pottery and manufactured mineral products	23,375	1.57	66,029	4.65
Metals, unmanufactured	76,580	5.14	79,972	5.64
Manufactures of metals	59,620	4.00	67,766	4.78
Ships and boats, vehicles, machinery, instruments, watches and clocks	151,542	10.17	180,970	12.75
Articles not belonging to any of the above groups	17,169	1.15	4,718	0.33
Total	1,489,640	100.00	1,419,269	100.00

It will be noted that the largest group of imports is comprised of minerals. This is due to the large quantities of coal which Sweden requires to import, domestic supplies being insignificant. The value of the coal importation last year was 72,593,817 kronor. Mineral oils are being imported in increasing quantities, the total value in 1926 being 62,084,975 kronor. Of cereals Sweden is obliged to import considerable quantities of wheat, the value of this import last year being 44,327,112 kronor. The importation of coffee is also very large, having a value in 1926 of 80,624,866 kronor. Sweden must import all the necessary raw materials for the textile industry, so that these comprise a considerable group of imports, while in addition there is a large importation of textile manufactures. Swedish hides and skins are mostly exported abroad and heavier hides and skins imported for the use of the domestic tanneries.

Other considerable items of import are vehicles, coke, fish, fertilizers, wines and spirits, fresh fruits, dried fruits, tobacco, electrical machinery and apparatus, raw copper, oil cakes, seeds, rubber goods, clothing, and syrup.

The principal articles exported from Sweden are lumber and box shooks, wood-pulp, paper, iron ore, iron and steel, matches, machinery, electrical apparatus, hides and skins, bacon, cream separators, butter, ball-bearings, and granite and other works of stone.

Germany is the chief supplier of goods to Sweden, followed by Great Britain and the United States. The following table shows the values of the total imports from the chief sources of supply in 1926.

Swedish Imports, 1926

From	1,000 Kronor	Per Cent
Germany	459,598	30.85
Great Britain	221,078	14.84
United States	199,378	13.39
Denmark	117,063	7.86
Netherlands	58,977	3.96
France	54,696	3.67
Brazil	51,831	3.48
Norway	46,882	3.15
Argentina	41,739	2.80
Belgium	29,615	1.99
Poland	28,676	1.93
Italy	20,164	1.35
Finland	19,220	1.29
Central America	15,305	1.03
Switzerland	14,115	0.95
Czechoslovakia	12,576	0.85
Soviet Russia in Europe	11,257	0.76
Spain	8,835	0.59
British North America	8,750	0.59

GEOGRAPHICAL CHARACTERISTICS

An indication of the economic geography and natural resources of Sweden is necessary in order to estimate the possibilities for trade with that country.

The total area of Sweden is 173,035 square miles, which is less than that of any of the three prairie provinces of Canada, but is almost half as large again as Great Britain and Ireland. The country is long and narrow, extending about a thousand miles from north to south and with a breadth of around three hundred miles. It comprises the southern and eastern parts of the Scandinavian peninsula.

Lying between the same latitudes as the southern end of Hudson's Bay and the Behring Straits, Sweden has a very northerly situation, but its climate is tempered by the Gulf Stream, which passes the Norwegian coast of the peninsula and also sends an arm along the west coast of Sweden. The harbours on this coast are ice-free throughout the winter. In the north of Sweden cold east winds from Russia exercise an unfavourable influence on the climate during the winter, while the high mountains shut out the mild west winds. The Gulf of Bothnia, which forms the northern part of the Baltic, is ice-bound along the coast for four or five months. The harbours on the Baltic proper inside the island belt of Central Sweden can only be kept open with the aid of ice-breakers.

The landscape in Sweden on the whole bears a great resemblance to parts of Canada, more particularly to Central Ontario. There are many lakes interspersed with rocky ground and coniferous forests. Cultivation is chiefly carried on in low-lying or level areas in the river valleys or on the shores of lakes.

Northern Sweden consists of highlands sloping in broad terraces from the chain of mountains on the Norwegian border to the Gulf of Bothnia. The country is intersected by large river valleys with many lakes. These valleys are largely filled with fine sand and clay, which has facilitated settlement. The districts on the Norwegian border are mountainous, but only in the north are there peaks of any height. The mountains are intersected by occasional passes affording communication to the Norwegian harbours.

In the centre of Sweden is a low-lying depression and here are found the largest lakes and some of the best farming districts. South of this depression highlands occur similar in character to Northern Sweden, although the milder climate renders richer cultivation possible. In the extreme south is the relatively flat and low-lying province of Skåne.

The greater part of Sweden is comprised of primeval rock, consisting of granites and gneiss. Sandstone, limestone and shales of a later geological period are found in some parts of Central and Southern Sweden. In the low-lying areas and in the river valleys clay areas extend over the rock ground and these are the districts most suitable for agriculture. The extreme south of Sweden, the Province of Skåne, is geologically more related to Denmark than to the Scandinavian peninsula. This province contains the richest and most productive agricultural area in the country. The other chief farming districts are found in Central Sweden in the low-lying plains on each side of Lake Vättern and in the valleys extending from Lake Mälaren.

Economically Sweden may be divided into four parts: (1) the extreme north, where extraction of iron ore is the only industry of importance; (2) the great Swedish forest belt extending from the polar circle to the River Dal, where lumber and wood-pulp are the chief products; (3) Central Sweden from the River Dal to the Göta canal, where the chief manufacturing industries are located; and (4) Southern Sweden, which is mainly agricultural, although a large part of the southern highlands consists of stony marsh land where little cultivation is possible.

The present position occupied by Sweden in the trade of the world must be chiefly attributed to the large resources in iron ore, forests and waterfalls, so that it is desirable to first consider these factors.

IRON ORE RESOURCES

The Swedish iron ore deposits are among the most important in the world. They are located in two separate districts, the ore fields in Lappland on the Lulea-Narvik railway and the "Bergslagen" district of Central Sweden. The former fields contain magnetite ore with an average iron content of from 60 to 65 per cent. Although some of the Lappland ores are low in phosphorus, they are mostly phosphoric ores. The famous Kirunavaara and Gellivara deposits are estimated to contain one thousand million tons of ore in sight. The ore is mostly exported to Germany and Great Britain through the Norwegian port of Narvik, while smaller quantities are shipped through Lulea on the Gulf of Bothnia.

The Bergslagen deposits, consisting of magnetite or haematite ore, have been worked for a long period. Although the ore is not so rich in iron as that of Lappland, containing an average of 52 to 55 per cent, the percentage of phosphorus is very small. The ore is regarded as the best in the world for the manufacture of steel. The low phosphorous ores are utilized as raw material for the Swedish iron and steel industry, which is renowned for the production of high-grade steel. There is a considerable export of Bergslagen ores, mostly those with a higher content of phosphorus, shipment being made through the port of Oxelösund to Germany and other countries.

Swedish exports of iron ore in 1926 amounted to 7,606,000 metric tons as against 8,793,000 tons in the previous year.

FOREST RESOURCES

The forests are the most valuable of the natural resources of Sweden. Owing to their proximity to the coast and the ease of communication afforded by the river valleys, the Swedish forest resources are a dominant factor in world trade. About 60 per cent of the hundred million acres of land in Sweden are covered with forests. The two coniferous trees, spruce (*Pinea abies*) and pine (*Pinus Silvestris*), comprise by far the greater part of the forests.

From the point of view of export the northern belt of continuous coniferous forests is the most important, but the southern forest region also produces great quantities of lumber, pulp and paper, of which a larger proportion is used for domestic consumption.

Forestry in the north of Sweden is greatly facilitated by the snowfall in winter and by the rivers and lakes, which provide natural floating channels. The total length of the floating channels in Sweden is about 18,500 miles. Throughout the north of Sweden logs never require to be conveyed overland for more than five miles to a floating channel. The saw-mills and pulp and paper factories are mostly located where the floating channels end at the mouths of the great rivers on the Gulf of Bothnia and from there the finished products are readily transported to foreign markets.

About 1.350 million cubic feet of wood are extracted from the Swedish forests in a normal year. More than half of the value of the entire Swedish exports consists of forest products, lumber alone constituting between 30 and 40 per cent. The wood products chiefly shipped from Sweden comprise sawn goods such as deals, battens, boards, sleepers and staves; small goods such as box-shooks, laths, etc.; planed boards, mouldings, etc.; round timber such as mastwood, spars, pitprops, etc.; and doors, window-frames and other building materials. Swedish lumber is chiefly valued on account of its freshness, consistency, freedom from knots and straight shape. Exports of lumber in 1926 amounted to around 900,000 standards.

The production of wood-pulp in Sweden is of increasing importance. About three-quarters of the output is exported abroad, the largest trade being in chemical pulp. In 1926 approximately 794,000 tons of sulphite pulp, 319,000

tons of sulphate pulp, and 390,000 tons of mechanical pulp, were exported from Sweden. The number of pulp mills in 1923 was 106 and the value of their products amounted to 205,405,000 kronor.

The Swedish paper industry, like that of Canada, has specialized chiefly in the production of newsprint, wrapping paper, and cardboard, and these products are exported in large quantities, the exports of newsprint in 1926 having amounted to 174,000 tons and those of other paper and cardboard to 236,000 tons. The production of fine papers and building-boards is mainly for domestic consumption, although there is some export of the finer grades of paper and of moisture absorbing boards. In 1923 there were 73 paper mills and cardboard factories with a total output valued at 163,814,000 kronor.

WATER-POWER RESOURCES

Sweden, like Canada, has been greatly favoured in regard to supply of water-power. About 14,200 square miles or more than 8 per cent of the surface of the country consists of lakes and rivers. The lakes mostly form splendid natural reservoirs, which regulate the flow of water. The rivers as they flow down from the terrace-like plateaus, which comprise the interior of Sweden, give rise to numerous water-falls and rapids, which provide a potential water-power estimated at 4,000,000 to 6,000,000 horse-power. About three-fourths of this water-power is in the north of Sweden, the rivers Indal, Angerman, and Lule being the chief sources.

At present about 1,400,000 horse-power are utilized, mostly in Southern and Central Sweden. It is stated that a further 2,400,000 horse-power could be harnessed with comparative ease. The falls of Trollhättan on the River Göta are the chief source of power which serves as the outlet for the great natural reservoir of Lake Venern, 2,150 square miles in area and the largest lake in Sweden. These falls represent about 270,000 h.p., of which about 170,000 h.p. are utilized. The Montala river, which forms the outlet for Lake Vettern, 730 square miles in area and the second largest Swedish lake, is another source of power in Central Sweden.

The state owns the hydro-electric stations at Trollhättan, Lilla Edet, Älvkarleby and Motala, and a steam reserve plant at Västerås in Lake Malaren, as well as a number of waterfalls in the north, of which Porjus is already utilized. A trunk system of transmission lines has been planned, the western section from Trollhättan to Västerås having been completed. The power-station at Porjus, with a capacity of 140,000 h.p., supplies the iron ore mines in Lapp-land and the Lulea-Narvik Railway. In order to economize the use of coal, a commencement has also been made in the electrification of the Swedish State Railways, and in June, 1926, the Stockholm-Gothenburg main line, 306 miles long, was given over to electrical operation.

MINERAL RESOURCES

Apart from iron ore, Sweden is not very rich in mineral resources. Zinc ores are mined near Lake Vettern. The copper deposits at Falun, which formerly produced a large proportion of the world's supply, are now practically exhausted. Granite is the only mineral, besides iron ore, which now provides the basis of an important industry. Near the west and south coasts a considerable amount of granite is quarried and there is an extensive export of granite paving stones. The presence of lime, together with suitable clay, in the province of Skåne, has given rise to the production of cement, which is being exported to an increasing extent. The ceramic industry has also been developed from the clay resources of this province.

The only Swedish deposits of coal are also located in Skåne. Valuable fire-proof clays are found with the coal and enable the deposits to be profitably

worked, but the supplies of coal obtained are only a little over five per cent of the country's consumption. Peat, on the other hand, is found in Sweden in large quantities, especially in Småland in the south, but high labour costs have retarded its exploitation, except during the war period.

DISTRIBUTION OF POPULATION

The total population of Sweden at the end of 1922 was estimated at 5,987,520, so that the present population must be slightly in excess of six millions. The Swedes comprise the most homogeneous nation in Europe, the great majority of the population being pure representatives of the same Teutonic race as the Anglo-Saxons.

The bulk of the population are concentrated on the plains, in the river valleys, and around the ore supplies. The forest districts are sparsely settled, while the mountain region of the north is largely uninhabited.

According to the census of 1910, the proportion of the total population engaged in agriculture, forestry and fishing was 48.4 per cent, those engaged in industry and mining comprised 32.3 per cent, while the balance were accounted for by trade and transport, public service and the professions.

SWEDISH AGRICULTURE

Only about 10 per cent of the hundred million acres of land in Sweden is under cultivation. There are great differences between various parts of the country. In the fertile province of Skåne the arable acreage is over 60 per cent of the total area. In Västergötland and Östergötland, the two provinces on either side of Lake Vättern, the proportion amounts to 40 and 30 per cent respectively. These are the three chief agricultural provinces of Sweden. Next comes the Province of Uppland, north of Lake Mälaren.

Nearly half of the arable land is employed for the growing of cereals, and about one-half of this is used for cultivating oats, which is the most important cereal crop, with rye coming next. More than a third of the cultivated area is utilized for clover and rotation grasses.

In normal years the wheat grown in Sweden suffices to cover about 65 per cent of the consumption and the rye crop slightly more than 90 per cent. A large importation of wheat and some import of rye therefore is usually necessary. The crop of barley is ordinarily sufficient for the requirements, but a small import of oats is usually required. The potato crop fully covers domestic requirements, and the supply of sugar beets normally suffices for the sugar consumption of the country. In fodder Sweden chiefly requires to import corn and oil cakes to supplement the domestic supplies of feeding stuffs.

The total yields of the different crops in 1926 were as follows:—

	Metric Tons (2,204 Lbs.)		Metric Tons (2,204 Lbs.)
Hay	5,175,000	Rye	592,000
Straw	4,212,000	Mixed grain	523,000
Fodder beets	3,874,000	Wheat	336,000
Potatoes	1,880,000	Barley	324,000
Oats	1,249,000	Sugar beet	142,000

The total value of the 1926 harvest was estimated at 1,168,000,000 kronor as against 1,242,000,000 kronor for the bumper crop of 1925. The decrease may be largely accounted for by the small crop of sugar beets, owing to the inability of the farmers and sugar factories to arrive at a price agreement. In 1925 the crop of sugar beets amounted to 1,329,000 tons. An agreement was reached last November, which fixed the price of beet for the next five years.

The agricultural land of Sweden is divided into about 430,000 holdings, the average cultivated area being about 24.7 acres per holding. Farms of 24 to 120 acres comprise half of the entire cultivated acreage.

The greatest development in Swedish agriculture during the past half century has been in the cultivation of high-yielding plants such as wheat, sugar beets and roots, and in cattle-breeding and dairy farming. There has been a great increase in the number of cattle, horses and pigs, while the stock of sheep and goats has declined. In 1920 there were estimated to be 728,000 horses; 2,736,000 cattle, of which 1,739,000 were cows; 1,011,000 pigs; 1,568,000 sheep; and 113,000 goats. Sweden is independent of imports from abroad for its requirements of dairy products and for nearly all of its meat supply, while there is a considerable export of butter and bacon.

The chief section for the dairy industry is the fertile province of Skåne, in which Friesian cattle are chiefly kept. Throughout the remainder of Southern and Central Sweden Ayrshire cattle are the capital breed, while in the north are found the Swedish white polled cattle.

Co-operation is fairly well developed among Swedish farmers, there being 657 co-operative creameries and 25 co-operative bacon factories. The central organization for the agricultural co-operative societies in Sweden is the Svenska Lantmännens Riksförbund with headquarters in Stockholm.

MANUFACTURING INDUSTRIES

There has been a very considerable development of manufacturing industries in Sweden and the range of products is very diversified. The manufacture of iron is one of the oldest and most important of Swedish industries. The plentiful supplies of high-grade ore in Central Sweden as well as of charcoal have been the basis of this industry. Sweden is practically the only country where charcoal iron is produced. It is estimated that the iron industry consumes about 40 million hectolitres of charcoal annually. Stumps of trees are largely utilized for the making of charcoal. Most of the Swedish export grades are charcoal iron and steel. At the same time the cheaper coke pig-iron is imported from abroad for foundry purposes.

A certain part of the wrought iron and ingot iron is exported in the crude state, but the chief export is comprised of iron and steel which has been forged or rolled, such as hammered or hot-rolled bars, rolled iron and tube billets. The manufacture of plates, wire and wire ropes, is chiefly for the home market. There is a considerable import of heavy building materials, rails, plates, sheets and wrought- and cast-iron tubes.

In 1926 the production of pig iron in Sweden amounted to 456,000 tons, that of ingots and blooms to 519,000 tons, and that of rolled and wrought iron to 341,000 tons, while the export in all forms totalled about 139,000 tons. At the end of the year there were 36 blast furnaces, 34 Lancashire hearth and 34 Martin furnaces in operation. The iron and steel works are mostly located near to the Bergslagen ore fields of Central Sweden.

The most marked development in the last thirty or forty years has been in the Swedish engineering and machinery industries. The high quality of the raw materials, combined with specialisation and engineering skill, have served to create a worldwide market for certain Swedish products, such as cream-separators; ball-bearings; lighthouse, buoy and railway lighting apparatus; telephone equipment; oil engines; steam turbines; hydraulic turbines; precision instruments; oil stoves; wood-working, wood-pulp and paper machines; rock drills and other mining machinery; and machine tools. All kinds of agricultural machines are manufactured in Sweden and there is a considerable export to neighbouring countries. In 1923 the output of agricultural machinery in Swedish factories was valued at 11,600,000 kronor. Bicycles, sewing machines, steel structures, and fire-arms are manufactured on a large scale mostly for

domestic consumption. The electrical industry is chiefly represented by the manufacture of machines and apparatus for high-tension electricity, telephone apparatus and electric conducting material.

The Swedish engineering industry is chiefly located in Central Sweden, Gothenburg, Stockholm, Trollhättan, Norrköping, Motala, Västerås, and Södertälje being important centres, the last-named especially for cream-separators. Ball-bearings are manufactured chiefly in Gothenburg. In Eskilstuna, known as the Swedish Sheffield, there is a very important industry in the production of knives, scissors, axes, saw-blades, other edged tools, locks, hinges, fine forgings, and general hardware, as well as art steel goods. In many of these lines there is a considerable export. In Arvika there is a large manufacture of tools and agricultural implements with an extensive export to overseas countries. There is a very considerable shipbuilding industry in Gothenburg, Malmö and other coastal towns.

The rubber industry in Sweden has expanded rapidly, particularly in regard to the manufacture of rubber footwear. Other rubber goods are mostly imported from abroad. There are eight rubber factories with an output valued in 1924 at 31,000,000 kronor.

The textile industry ranks as one of the important Swedish manufacturing industries, but the raw materials have all to be imported, and there is also a very considerable importation of the finer finished goods such as yarn and cloth, clothing and knitted goods. In 1923 there were 81 cotton mills, 122 woollen mills, 78 hosiery factories, and 11 linen, hemp and jute mills. Norrköping is an important centre of the textile industry.

The Swedish tanneries are mostly occupied with the manufacture of sole leather, for which foreign hides have to be used, the thin Swedish hides being exported abroad. For upper leather and other finer kinds of leather Sweden is largely dependent upon imports from other countries. The Swedish boot and shoe industry has a capacity greater than the domestic consumption, while the glove factories can supply four-fifths of the home demand.

The production of matches is one of the best known of Swedish industries with a very considerable export. Jönköping at the foot of Lake Vättern is the centre of the industry. In 1917 the factories were amalgamated into the Swedish Match Trust, the capital of which amounts to 270,000,000 kronor.

An important fertilizer industry has been built up in Sweden, the production of superphosphates, basic slag and calcium cyanamid being the chief branches. The manufacture of explosives fully covers domestic requirements and is the only other chemical industry of importance in Sweden.

Glass-making is a very old industry in Sweden and has attained a considerable reputation for artistic glassware, which is manufactured at Orrefors. The production of window-glass covers home requirements, while bottles and cut glassware are exported. The requirements of china and crockery are largely met by importations, although the manufacture of pottery is an old-established Swedish industry and two factories are noted for the quality of their products.

The above review of the manufacturing industries of Sweden will indicate that there has been a marked development of certain specialized branches of production in which the Swedish factories have acquired a great reputation for the quality of their products. For other lines of manufactured goods the country remains largely dependent upon imports from foreign countries. These lines include structural steel, plates, sheets, tubes, machinery and electrical apparatus not produced in Sweden, motor vehicles, rubber tires, finer textiles, clothing articles, knitted goods, fine leathers, dyestuffs and fine chemicals.

AUSTRALIAN TRADE RETURNS, 1926-27

TRADE COMMISSIONER D. H. ROSS

Melbourne, August 11, 1927.—The preliminary figures relative to the oversea trade of Australia for the fiscal year ended June 30, 1927, disclose that the total imports established a record for the Commonwealth. The imports were valued at £164,744,927, and the exports are given at £144,775,541, thus constituting a total trade of £309,520,468. In comparison with the previous year, the following schedule is submitted:—

	1925-26	1926-27	+ Increase — Decrease
Imports..	£151,638,178	£164,744,927	+£13,106,749
Exports..	148,562,209	144,757,541	— 3,786,668
Total trade	£300,200,387	£309,520,468	+£ 9,320,081

In analysing the returns, by separating merchandise from gold and specie, the adverse 1926-27 trading balance is illustrated thus:—

	1926-27	Merchandise Only
Imports of merchandise	£164,156,059	£164,156,059
Imports of gold and specie	588,868	
Total imports	£164,744,027	
Exports of merchandise	£132,472,235	132,472,235
Exports of gold and specie.. . . .	12,303,306	
Total exports	£144,775,541	
Imports of merchandise exceeded exports by.. . . .		£ 31,683,824

To adjust this adverse trading balance, in addition to the ordinary resources, recourse must be made to such balances as were available from previous years, or to loans raised in London or elsewhere, and probably to shipments of gold for exchange purposes.

The figures illustrate the cause of Australian bank balances held in London having in recent months been drawn upon to such an extent as to necessitate a marked advance in the exchange rate, from which little reduction is anticipated until products of the coming season are shipped overseas.

Some of the gold exported was produced in Australian mines, but the greater proportion was the balance of the gold imported when the Commonwealth returned to the gold standard.

AUSTRALIAN OVERSEA TRADE IN RECENT YEARS

To illustrate the fluctuations in Australian trade in recent fiscal years (July to June inclusive) the following return, showing increases and decreases of imports, in comparison with exports, is submitted:—

Year	Total Imports	Total Exports	+ Increase — Decrease
1921-22	£103,066,436	£127,846,535	—£24,780,009
1922-23	131,757,835	117,870,147	+ 13,887,688
1923-24	140,618,293	119,487,164	+ 21,131,129
1924-25	157,143,296	162,030,159	— 4,886,863
1925-26	151,638,178	148,562,209	+ 3,075,969
1926-27	164,744,927	144,775,541	+ 19,969,386

TRADE OF CANADA AND AUSTRALIA COMPARED

A comparison of the total trade of the Dominion with that of the Commonwealth for the past two fiscal years is submitted in the appended schedule (Australian figures converted at \$4.86 to the £):—

	Imports	Exports	Total Trade
1925-26 Canada.. . . .	\$ 927,328,732	\$1,315,355,791	\$2,242,684,523
1925-26 Australia	736,961,545	722,012,336	1,458,973,881
1926-27 Canada.. . . .	1,030,892,505	1,252,157,506	2,283,050,011
1926-27 Australia	800,660,245	703,609,129	1,504,269,374

PRINCIPAL IMPORTS INTO AUSTRALIA

The values of imports of some leading lines of goods and products, most of which are of interest to Canadian manufacturers and exporters, during the fiscal years 1925-26 and 1926-27 are tabulated for comparative and ready reference as follows:—

Imports into Australia	1925-26	1926-27
Fish, canned	£ 1,164,223	£ 1,369,901
Fish, smoked etc.	383,439	392,222
Sausage casings (hog) ..	311,701	342,082
Confectionery (chocolate) ..	35,872	30,809
Pulp for paper making	227,122	164,539
Boots and shoes	438,579	517,160
Furs and other skins for apparel ..	326,397	577,408
Gloves	518,912	559,508
Hosiery	1,645,621	1,652,923
Machinery—		
Electrical and appliances	6,154,700	7,461,573
Agricultural and implements	761,766	727,029
Metal-working machinery	526,324	546,308
Motive-power (not electrical)	2,426,409	2,504,348
Yarn and textile-making	419,103	512,992
Printing	526,324	546,308
Other	3,881,988	4,296,498
Iron and steel—		
Bar, rod, hoop, etc.	936,915	1,329,038
Beams, channels, girders, etc.	356,953	288,398
Pig and scrap	114,469	69,584
Pipes and tubes	1,590,127	1,663,632
Galvanized sheet, corrugated	1,555,156	1,734,525
Galvanized sheet, flat	490,356	580,258
Plain plate and sheet	853,877	1,015,943
Tinned plate and sheet	1,279,585	1,377,320
Rails and fishplates	171,874	81,442
Wire	565,061	599,213
Bolts and nuts	293,265	316,047
Lamps and lampware	528,060	606,335
Platedware and cutlery	872,086	987,090
Tools of trade (not machinery)	1,146,850	1,250,756
Metal manufactures, n.e.i.	4,629,705	4,738,301
Vehicles—		
Motor bodies and parts	1,183,930	1,413,529
Motor chassis and parts	10,794,250	12,763,359
Motor cycles and parts	716,855	683,568
Other vehicles and parts	2,432,442	2,703,113
Rubber, crude	2,033,981	2,329,719
Rubber tires	2,681,137	2,101,668
Rubber elastic and thread	252,485	252,623
Rubber goods, n.e.i.	306,351	395,643
Leather	270,061	305,317
Leather manufactures	183,004	202,069
Timber, dressed	1,424,356	1,304,205
Timber, undressed	3,881,261	3,650,780
Wooden goods and furniture	606,020	689,005
Glass and glassware	1,277,871	1,307,327
Paper and stationery—		
Millboards and other boards	221,798	265,634
Printing	2,853,232	3,232,946
Wrapping	348,153	400,890
Writing and typewriting	553,871	657,773
Wallpapers	114,480	124,941
Other paper	499,955	601,229
Pens and pencils	250,982	251,617
Books, periodicals, etc.	1,332,127	1,308,578
Other stationery	951,883	1,092,608
Fancy goods, toys	363,499	344,822
Fancy goods, other	951,984	981,020
Surgical and dental instruments	249,019	294,858
Calcium carbide	41,732	33,240
Cyanides of potassium and sodium	59,119	45,152
Proprietary medicines	251,532	274,469
Toilet preparations	387,834	412,837
Brushware	457,247	601,080
Musical instruments—		
Pianos	302,156	204,486
Player pianos	619,831	877,802
Piano and player parts	122,618	139,493
Phonographs	863,543	716,237
Other musical instruments	195,951	225,358

PRINCIPAL EXPORTS FROM AUSTRALIA

The principal exports from Australia in 1926-27, in comparison in value with those of the previous fiscal year, are tabulated as follows:—

Exports from Australia	1925-26	1926-27
Butter	£ 7,006,830	£ 5,465,347
Cheese	271,973	133,266
Eggs	116,776	233,769
Meats—		
Beef, frozen	3,264,920	1,627,990
Lamb, frozen	1,815,901	1,540,354
Mutton, frozen	614,564	517,253
Rabbits, frozen	399,039	303,727
Canned	382,004	335,092
Sausage casings (sheep)	571,000	520,980
Other meats	346,882	284,563
Milk and cream (preserved)	1,476,422	1,081,256
Fruits—		
Currants, dried	402,283	376,959
Raisins, dried	1,026,339	1,266,317
Other dried fruits	34,795	5,262
Apples, fresh	1,275,485	624,040
Other fresh fruit	278,366	181,501
Preserved in liquid	354,303	239,921
Wheat	17,167,368	20,785,414
Flour	6,839,361	6,254,316
Barley	142,948	383,103
Bran and pollard	106,537	88,414
Jams and jellies	82,447	72,344
Sugar (cane)	5,313,135	1,730,095
Wine	371,922	708,553
Live animals (horses, cattle, etc.)	227,284	259,830
Hides and skins—		
Cattle and horse	1,175,768	1,042,473
Fox	112,986	103,683
Kangaroo and wallaby	228,940	184,649
Opossum	362,406	919,529
Rabbit and hare	2,880,360	2,837,663
Pearlshell	391,695	352,626
Sandalwood	252,307	252,457
Wool, greasy	56,501,834	53,411,147
Wool, scoured	5,545,165	5,820,500
Wool, tops	1,162,877	822,713
Tallow, unrefined	1,611,516	1,416,854
Fats and waxes	84,736	66,184
Ores and minerals—		
Silver and silver lead ores	717,693	529,078
Zinc concentrates, bars, etc.	2,568,726	1,475,055
Copper ingots	280,543	164,157
Tin ingots	486,473	558,626
Lead, pig	4,524,142	3,852,792
Leather	661,839	613,849
Timber	1,383,891	1,467,404

NOTES ON AUSTRALIAN IMPORTS, 1926-27

While the preliminary trade returns of the Commonwealth are subject to correction, they can be accepted as being approximately correct. As in former years, it will probably be six to eight months before the complete returns—showing imports from and exports to all countries—are published, hence no indication can be given as to the extent of Canada's participation. The schedule, giving comparisons with previous years, of imports discloses both substantial increases and disappointing decreases in some items of import of interest to Canadian manufacturers and exporters. The most notable increases are in printing and other papers, canned fish, furred skins, electrical machinery and appliances, iron and steel products, pipes and tubes, motor cars, and player pianos. Contraction in imports was chiefly comprised in rubber tires, rubber goods, timber (dressed and undressed), pianos and phonographs.

NOTES ON AUSTRALIAN EXPORTS, 1926-27

In some directions the shipments of primary production from Australia in 1926-27 were disappointing—as the detailed schedules demonstrate—for the butter season was not up to anticipations, and the meat and sugar exports suffered through the prolonged drought (which still continues over a considerable area in that state) in Queensland. Besides these factors there is still a considerable quantity of wheat held by farmers and speculators in anticipation that a higher range of prices will be reached in local, if not in oversea, markets.

Wool was dwelt upon in a recent review, hence it may be briefly stated that, while a splendid clip was recorded, the value of the exports was less than in the previous year. The depressed market for base metals is reflected in the exports of lead and zinc. In the aggregate, taking butter, wool, beef, wheat, flour, hides and skins, and tallow, the value of the combined exports of these primary products, in comparison with the previous year, declined by £2,916,758. Inversely, there were substantial increases in the exports of raisins and wines, while some other items indicate an encouraging trading outlook.

AUSTRALIAN FINANCIAL AND COMMERCIAL CONDITIONS

TRADE COMMISSIONER D. H. ROSS

Melbourne, August 11, 1927.—August terminates the last of the normally dull winter months with trade, as usual at this period of the year, without animation. Representatives of oversea manufacturers report that orders are now particularly hard to obtain. There are undoubted indications that for some time to come buying abroad will be on a conservative basis, hence the volume of imports into Australia will, from the present outlook, show a substantial reduction in comparison with the last fiscal year.

Banks have been generous in their advances for the legitimate commercial requirements of their customers, but in other directions there has recently been a marked curtailment of credits which is now reflected in domestic trading. Despite that fact, the spending power of the people generally indicates no serious contraction. Leading financial men have issued warnings that there must be a curtailment in both public and private expenditure in view of the country's adverse trading balance, and maturing loans of considerable magnitude besides the recurrent heavy interest charges.

A recent decision of the Commonwealth Arbitration Court under which the hours of labour in most industries have been reduced—with few exceptions—from forty-eight to forty-four hours per week has resulted in calamitous industrial unrest. A number of the largest mines have closed down, while engineering and other plants are being closed. A factor in this trouble is that, while some industrial unions do not object to reduced payment for the smaller number of hours worked, there is marked objection to their earnings being based upon piecework in lieu of weekly wages as heretofore paid. The result, as this mail closes, is that thousands of skilled labour are without employment in the chief Australian industrial centres at a season singularly inappropriate for such a climax.

In the sugar-producing country in North Queensland there still continues a disastrous strike in some of the larger sugar mills, and as a consequence cane growers have in their own interests combined to work the mills, which were guarded like besieged fortresses until adequate police protection arrived.

These seemingly recurrent labour troubles in the Commonwealth cause serious dislocation of trade, besides leaving in their wake much distress to the families of operatives.

SHIPMENTS OF RAISINS AND CURRANTS TO CANADA

As the result of the visit of the representatives of the Australian dried fruits industry to Canada in recent months, and the sympathetic interest taken in their mission by importers, considerable shipments of raisins and currants have gone forward during the last month or two to the principal Canadian distributing centres. While the Canadian preferential tariff on Australian raisins and currants has been beneficial to the growers (many of whom are ex-soldiers), hitherto shipments to the Dominion had not increased—attributed now to lack of selling organization—to the desired extent. Recent cables from one of the Australian representatives indicated that the sales of currants to Canada during the next (1928) season would largely exceed those made this year, while increased interest was also being taken in raisins. From present indications it would appear that, through lack of available supplies, there may not be sufficient currants now on hand to satisfy this season's Canadian demand.

AUSTRALIAN WHEAT AND FLOUR

Wheat.—Since the last advices went forward, under date of July 13, the demand for wheat has been limited, with the result that comparatively little business was transacted. Conflicting press cables relative to crop prospects in Canada, combined with advanced rates obtained in the Winnipeg Grain Exchange—particularly on “futures”—has tended towards holders of Australian wheat asking more than London parity. Quotations for futures have fluctuated during the last three weeks, but the trend has been mainly downward. The outlook for the next season's harvest in Australia is now much more favourable, as good rains have fallen over the greater portion of the wheat-growing areas. If towards the end of September or early in October generous rainfalls are experienced, the indications now are that the coming wheat crop will be well up to the usual average.

To-day's prices, on the basis of a bushel of 60 pounds, f.o.b. steamer, are as follows:—

South Australia (f.o.b. Adelaide) wheat	5s. 8d. (\$1.38)
Victoria (f.o.b. Melbourne) wheat	5s. 9d. (\$1.40)

Flour.—Exceedingly dull conditions prevailed in July in the export of Australian flour, hence the milling companies have been operating much below their capacity output. During last week there has been some improvement in the demand, and some fair business was secured for export, mainly to Egypt, but admittedly at a bare margin of profit to the millers.

To-day's quotations for standard quality flour, per ton of 2,000 pounds, f.o.b. steamer main Australian ports, are:—

Packed in sacks of 140 or 150 pounds gross	£11 12s. 6d. (\$56.57)
Packed in hessian bags of 101 pounds gross	£11 17s. 6d. (\$57.79)
Packed in calico bags of 49 pounds gross	£12 7s. 6d. (\$60.22)

Freight Rates.—No recent changes have been made in the oversea freight rates on wheat and flour. For parcels (part cargoes) the rates now quoted for shipments up to October next are 32s. (\$7.79) per ton on flour, and on wheat 35s. (\$8.52), in each case upon the long-ton basis of 2,240 pounds, to South Africa, Egypt, Continental and United Kingdom ports.

SHIPMENTS OF AUSTRALIAN WHEAT AND FLOUR, 1926-27

Since December 1, 1926, down to August 8, 1927, the quantity of wheat exported from Australia has aggregated 78,162,585 bushels.

The exports of flour in the same period aggregated 357,523 tons of 2,000 pounds, or the equivalent of approximately 17,161,104 bushels of wheat, so that the combined total of wheat and flour exported for the season indicated 95,323,689 bushels of wheat.

Subject to minor adjustment, the shipments from the wheat-producing states were as follows:

	Wheat Bushels	Flour Tons
Victoria (Melbourne)	24,916,494	111,923
New South Wales (Sydney)	11,377,091	121,084
South Australia (Adelaide)	23,225,525	58,652
Western Australia (Fremantle)	18,643,475	65,864
Total	78,162,585	357,523

The figures disclose that a large supply of wheat is still available in New South Wales, and that a fair quantity remains in Western Australia.

NEW ZEALAND MARKET FOR TIMOTHY SEED

ASSISTANT TRADE COMMISSIONER PAUL SYKES

Auckland, August 12, 1927.—Several thousand hundredweight of timothy seed are imported annually into New Zealand. Total 1925 imports amounted to 4,142 cwt., of a value of £11,406. In 1926 the corresponding figures were 1,989 and £4,552. The trade in general keeps pace with a fairly steady consumption, but has been characterized by heavier buying in seasons when United States crops have been good and prices low, followed by the disposal of held-over supplies during periods when American prices are at higher levels.

Imports from the United States have for many years made up the bulk of the imports of these seeds. In 1925 of the total of 4,124 cwt., 3,374 cwt. were of United States origin. Canada supplied some 513 cwt., and the United Kingdom and Germany the remainder. Figures for 1926 show imports of United States origin making up some 88 per cent of the total, those from Canada about 11 per cent, and those from the United Kingdom the remainder.

The two prime factors in the successful sale of American timothy seed appear to be the bright, fresh appearance of the seed and a price slightly lower than that of the Canadian product. (Timothy and other seeds are admitted free of duty under both the British preferential and general tariffs.) The market demands a light-coloured seed, and will buy it on account of appearance regardless of any but the most serious difference in quality, and the fact that much of the Canadian production is of a darker and duller appearance accounts to a considerable extent for the existing preference for the United States variety.

A statement made by the New Zealand Department of Agriculture in this connection may be of interest:—

The New Zealand trade requires a bright, fresh seed of a germination of not less than 95 per cent at shipment, and a minimum purity of 98 per cent. The fact that Canadian seed is probably produced by plants of a superior strain to the American carries little or no weight in seed sales in New Zealand—any certification by Canadian exporters in this direction would not help them, at the present time at any rate. If they can produce the American type of seed at a competitive price or at cut prices, with a 95-98 certificated minimum for germination and purity, there will be no difficulty in increasing Canadian sales to New Zealand.

It is understood that an increasing proportion of Canadian seed is of the lighter variety referred to. Any producers or dealers interested and prepared to quote prices approximating 40s. (\$9.73) per cwt. of 112 pounds c.i.f. Auckland should send samples and prices immediately to the Canadian Trade Commissioner, P.O. Box 33, Auckland, N.Z.

It may be pointed out that orders are usually placed by New Zealand buyers in September, October, and November, for delivery from three to four months later.

NEW ZEALAND MARKET FOR ELECTRIC HEATING PADS

ASSISTANT TRADE COMMISSIONER PAUL SYKES

Auckland, August 13, 1927.—It has been estimated that the consumption of hot water bags in New Zealand amounts to some 300,000 annually. The desire for an article of a more permanent nature, however, as well as for a means of obviating the work of filling such bags, is leading to a considerable demand for electric heating pads. A few types of American manufacture have been on the market for a short time, and dealers report that sales have been very satisfactory both to individuals and to hotels and similar institutions. One dealer reports the sale of fifteen dozen this past season in Auckland city alone, and it is considered by the trade that the demand will show marked increases in future.

Electric pads at present offered for sale are either of a 12 by 18 size or a smaller size, about 10 by 14. It would appear a good selling point to offer at least two sizes. The pads now on the market are of grey or fawn colour, equipped with a linen cover to protect the pad itself. The supplying of two covers of a good quality white material, which would appeal to the former almost universal demand for a white rubber water bag, would be of advantage. A switch on the wire should provide for three heats—low, medium, and full—and should be of a simple and reliable type to ensure safety and an absence of any uncertainty in its manipulation. The element must be designed for a voltage of 230 rather than the 110 in use in Canada. An absence of unnecessary instructions regarding use, and a plain statement regarding safety in operation, would appear to be of value in the final make-up.

Current retail prices of these goods range from £1 17s. 6d. for the smaller pad of some 10 to 14 inches to £3 for the larger type. These include cover and cord.

These articles, classed in the New Zealand customs tariff as "electric heating appliances", are dutiable at 20 per cent under the British preferential tariff and 35 per cent under the general tariff. Canadian goods enjoy the benefit of the British preferential tariff.

Any manufacturers interested in the export of this commodity should get in touch with the office of the Canadian Trade Commissioner, Auckland, New Zealand, supplying samples or descriptions of their goods and their best quotations c.i.f. New Zealand ports.

THE BRITISH MARKET FOR FISH

ASSISTANT TRADE COMMISSIONER J. C. MACGILLIVRAY

London, August 31, 1927.—The Imperial Economic Committee has recently issued a report dealing with the fishing industry and the use of fish in the United Kingdom, the existing marketing organizations, imports, and the means by which Empire producers might share to a greater extent in these. Particular emphasis is placed on the products of the fisheries on the western side of the North Atlantic which are of a similar nature to those of the British Isles. From the point of view of Empire trade, they are also in the best position to supplement the local fish supply. The contents of the report should therefore be of considerable interest to exporters of fish in Eastern Canada who are desirous of extending their markets.

The annual imports of Empire-caught fish into the United Kingdom are valued at roughly £2,500,000, of which three-quarters enter as canned or as cured or salted. The most important item is canned salmon from Canada valued at over a million pounds. Salted cod follows next, and cured herrings from the Irish Free State is the only other item among cured fish which is worth mentioning.

FRESH FISH

Regarding fresh fish, these are classified in the trade statistics as "fresh and frozen." No differentiation is made between the two. In 1925, the retained imports under this heading amounted to £3,300,000, to which the Empire contributed a little over £400,000. Fresh salmon and herring and mackerel from the Irish Free State (mostly salmon) accounted for nearly three-quarters of this sum, the remainder being chiefly frozen salmon from Canada, Newfoundland and the United States, and a few frozen haddock from Canada.

The majority of the imports of fresh fish from foreign sources were landed direct by the foreign-owned trawlers operating in adjacent waters. They consist of plaice, cod, herrings, haddock, and salmon, in order of importance.

In the fishing statistics of the British Isles fresh fish are classified under the headings, "demersel," "pelagic" and "shellfish." The herring, mackerel, pilchard and sprat are termed "pelagic," while other fish which are found near the bottom of the sea are "demersel" and are commonly spoken of in the trade as whitefish. These comprise cod, haddock, hake, plaice, sole, and turbot. The shellfish include lobsters, mussels and oysters.

Since the war the British trade in "pelagic" fish has languished. On the other hand, local landings of whitefish are much the same in volume as before the war and, in addition, imports have increased two and a half times, practically all to the benefit of foreign suppliers. The demand for all kinds of sea fish is remarkably steady, being about 40 pounds per head per year, and the demand for whitefish is increasing, with a corresponding decrease in the consumption of herrings and other "pelagic" fish.

The deduction from this is that the people of the British Isles treat fish as a part of their regular diet, and that they are turning more to whitefish despite its greater cost and the fact that the retail price is much higher in comparison with the pre-war figure than that of any other staple article of food. The margin between the wholesale and retail prices of fish is declared to be too wide, although retailers claim that this is justifiable in order to protect themselves against the irregularities which exist in the supply and other incidental losses which are inseparable from trade in such a perishable commodity. With a reasonable lowering of prices, an ample and regular supply of fish, and possibly an "Eat More Fish" campaign, there would be a much wider demand for whitefish in the United Kingdom, and any shortage in the domestic supply could be readily met from Canada and Newfoundland.

The kinds of fish for which new sources of supply in the near future appear most likely to be needed are generally plaice, halibut and hake, and probably medium-sized haddock of the proper quality for smoking. After these, to a lesser degree, come sole and turbot. The waters off the coast of Eastern Canada can supply halibut and haddock in abundance, but the flat fish found on those coasts are not the same species as those prevalent in European waters. They are, however, held in high favour in America, and it would no doubt be possible to create a market for them in the British Isles.

MARKETING OF FISH

The practice of marketing is the same in most of the chief ports of Great Britain. The fish, taken direct from the trawler, is displayed in the market early in the morning, set out and auctioned in the customary manner. The auctions are attended by wholesalers and representatives of firms specializing in smoking or salting fish. Any unsold balance is despatched to other markets—chiefly Billingsgate (the principal fish market in London)—for sale on commission.

The transport by rail in Great Britain is expeditious and regular, and there are well-organized methods of despatch to all the inland centres. Thus the country may be considered as one single market in which the arrivals of fish at any one port react upon the wholesale prices ruling in all ports.

One of the principal difficulties to be overcome is the wide fluctuation in the wholesale prices, which naturally tends to restrict the demand. These fluctuations are due to large variations in quality and quantity of supply, resulting from the manner in which the fish caught is irregularly unloaded on the market. The chief economic need of the industry is to secure a uniform supply and thereby a greater stability in wholesale prices, which would react in making a reduction in retail prices possible.

The effect of these irregular market prices on the fisheries of Canada must be noticed. It is at present practically impossible for any Canadian shipper to forecast what price he will realize for the fish he may send to the British wholesale market. It is clearly useless for him to send large and irregular supplies, and to attempt to market them in the manner customary to the British industry. He too needs regularity and stability. He can only attain this by sending fish of the best quality under such conditions of preservation that it can be marketed gradually.

There has been considerable experimentation to secure satisfactory methods of preserving fish. The ordinary methods of air freezing are unsuited for fish as it breaks down the tissues and the flesh loses its texture. The most satisfactory way is said to be quick brine freezing, and some fish caught off the British North American coast and promptly so treated have been placed on the London market in first-class condition.

In fact, this summer consignments of salmon have been brought from Newfoundland and Labrador in passenger steamers and delivered in England in a condition equal to the best Scotch salmon. The quick brine freezing process was employed.

To sum up, better methods of preserving will do more than anything else to promote the future of not the British only, but the Canadian industry as well. In this connection, the idea of the "factory" ship is suggested; that is to say, a ship which is specially equipped for treating fish and preserving them and their by-products immediately after capture.

HERRINGS AND MACKEREL

As regards herring and mackerel, it should be pointed out that the trade in these differs widely from the trade in whitefish. Both landings and imports of herring have decreased considerably, as compared with the years before the war, and consequently the per capita consumption has declined. As a result there is little prospect of a general market in Great Britain for herrings sent from parts of the Empire overseas. The supplies in the seas adjoining Great Britain are, on the whole, sufficient, and the chief difficulty of the British industry is to find outlets for its products. There might, however, be a limited market for Canadian-caught herrings for the kippering trade, in the month of March, if they can meet Norwegian competition; also for a large-sized herring in prime condition for the best grade of the kippering trade, to supplement British supplies.

SHELL FISH

The outstanding feature since the war, as far as lobsters are concerned, has been the slow but steady increase in the consumption of both the fresh and canned varieties. The number of fresh lobsters imported yearly into Great Britain in pre-war days was one and one-third million. The average for the three years 1924-26 has been one and three-quarter million, or an increase of over 40 per cent.

In 1913 only a little over 36,000 cwt. of canned lobster were imported, of which nearly 23,000 cwt. were re-exported, thus leaving only 13,000 cwt. for domestic consumption. In the three years of 1924-26 somewhat over 27,400 cwt. were imported annually, with a re-export of 7,600 cwt., leaving 20,000 cwt. for consumption in Great Britain.

Canada has for the last few years had a practical monopoly in the canned lobster trade, although Newfoundland will soon be again sharing this. The lobster fisheries of the coasts of the Irish Free State are not worked to anything like capacity. There is room for development there, and in the future they may be a factor in the market.

Regarding oysters, both the English and Scotch beds have been underproductive for the last three years, and there are considerable imports, mostly from Holland and the United States. Experiments are being conducted in tank cultivation to further augment the supply.

A supply of the complete report has been furnished to the Department of Trade and Commerce, Ottawa, to which firms interested wishing to obtain copies should make application.

INDUSTRIAL CONDITIONS IN NORTH OF ENGLAND

TRADE COMMISSIONER HARRY A. SCOTT

Liverpool, September 2, 1927.—While there is little actual change to record in the condition of the basic industries of the North of England over last month, particularly in the coal and textile trades, which are still depressed, there seems to be a growing belief in general business circles that trade and industry are at last really beginning to shake off part of the depression created by last year's coal stoppage, and that with the holiday season nearly over, the remainder of the year will see a steadier forward movement. It is hoped that the considerable interest shown on the stock market during August in industrial shares is a significant forecast of better times. Monetary conditions are reported to be improved. A further hopeful factor has been the recent tendency toward somewhat closer co-operation between manufacturers and employees in a general effort to recover lost trade.

On the whole, the Lancashire cotton industry has not shown improvement and the disturbing crop forecasts of American cotton and the resultant effect on the price of raw material has made August an anxious and at times exciting month in this trade. Considerable inquiry continued to come from India for cotton cloth, and with the Indian monsoon turning out favourably, it is probable that better business can be done in that market than for some time past. Meanwhile the seriousness of the position of many firms engaged in the spinning and weaving of American cotton has shown little or no sign of diminishing. It is reported that the old-established Federation of Manchester Cotton Spinners and the newly formed Yarn Association have arranged to hold conferences in an endeavour to arrive at some comprehensive scheme to control the output of yarn and maintain prices by a regulated system of short-time operations. In the Egyptian cotton section business has been somewhat more satisfactory, the spinners of fine yarns being more united in regard to prices than those in the larger and more important American section of the industry. On the other hand, manufacturers of fine cloth have been insufficiently supplied with orders.

The position of the Yorkshire woollen industry is still unsatisfactory, and a large percentage of machinery in both the weaving and spinning sections is idle. With the beginning of the new wool season in Australia, it appears prob-

able that the demand for raw wool from the Continent, especially from Germany, will be sufficient to seriously hamper buyers in this country on account of the uncertain outlook among manufacturers in the Bradford area.

Business among the iron and steel producers on the northeast coast has lately shown a slight improvement, but the expansion falls far short of what could be desired. In several branches the tonnage output has been heavy but the orders placed are far from sufficient to maintain machinery in the present state of activity. An important feature in this industry is the announcement just made of a system of cash rebates for firms who undertake to use nothing but British steel over a definite period. This scheme, which comes into operation at once, represents a concerted effort on the part of British steel makers to check the alarming volume of imported steel which has been coming into this country. It is stated that the rebate will be at the rate of 7s. 6d. per ton on joists and 5s. per ton on all other defined materials. Since the war the heavy steel makers of Great Britain have been struggling against several serious difficulties, one of which has been the continuously increasing pressure of foreign competition. In 1923 imports were valued at £14,000,000; in 1926 the figure was £29,000,000; and it is believed that if Continental competition is not checked, imports may possibly reach £50,000,000 this year.

The production of open hearth steel at Sheffield was fairly well maintained during the past month, although not up to the level of three or four months ago. Rail and plate mills were active and forges fairly well employed on axles, tires and other related railway materials. The Sheffield output of automobile steel parts and tools has been good, with a tendency toward expansion. The cutlery and plate trades have been generally quiet. A recent feature has been the extensive business recovered for safety razor blades in the United States. The number stated was 124,000,000.

The engineering trades on the whole appear to have been busy. The heavy electrical section continues to obtain important contracts both for home and overseas. Constructional engineers in Lancashire have also been enjoying good business, and several textile machinery manufacturers are now well supplied with orders. Although Lancashire machine tool makers have been quiet, several Leeds firms engaged in the tool trade have been fairly well employed.

While August was an exceptionally quiet month in the coal trade, the slight improvement in the Northumberland and Durham export area reported in July has on the whole been maintained. The pits of these districts in operation have been fairly well employed, and some expansion in business is looked for in September. On the other hand, in Nottinghamshire the Miners' Wages Board have just announced that the men's pay will be substantially reduced in September owing to general lack of demand.

Orders for new tonnage, while not too plentiful, continue to be booked among shipbuilders on the northeast coast. Four new steamers totalling over 20,000 tons were launched from Sunderland shipbuilding yards during August, bringing the output for the past eight months up to sixteen vessels of 65,000 tons, as compared with only eight vessels representing 40,000 tons during the whole of last year. Although there has not been as much business coming forward as a few weeks ago, the ship-repairing industry of this area is satisfactory for the period of the year. Marine engineers have been quite well employed.

Production and employment in the pottery industry are slowly improving, but current conditions in most branches are dull, and a large number of employees are operating on short time.

TRADE OF THE AFRICAN SUB-CONTINENT

TRADE COMMISSIONER G. R. STEVENS

[Former reports in this series have been published in Nos. 1216, 1223, and 1232, and dealt with political divisions and population; production and natural resources; water communications of the countries; the distribution systems of Central and East Africa; customs tariffs; documentation; and confirming houses, finance and terms of payment; trading licenses; advertising; and trade returns of Southern Rhodesia.]

Trade Returns

SOUTHWEST AFRICA

The Mandated Territory enjoyed a satisfactory year during 1926. Agriculture as a whole, however, was affected by the severe drought in the southern section of the territory. This drought reduced all Southwest African field crops as the southern sections alone are suitable for cereals. In the north, which is cattle country, the forage was sustained, and the pastoral industries did not suffer to any marked extent. As stock-raising is the predominant agricultural pursuit in Southwest Africa, the loss of crops was less serious than loss of cattle would have been.

In the mining industries considerable progress was recorded. A marked improvement occurred, as has already been noted, in the recovery of diamonds, the finds increasing by about 35 per cent. In copper and vanadium, the exports were not as great as in the previous year, but a very large amount of development work was done, the results of which will show in the future. Together with South Africa, Southwest Africa is very disturbed at the increasing output of alluvial diamonds, as working costs in the Mandated Territory are considerably higher than in the Union, a condition which makes the threatened glut of stones very serious. During the year, in spite of the large increase in production, the revenue from the diamond industry fell well below the estimates.

GENERAL TRADE

The value of imports and exports by classes of commodities were as follows:—

Class	Imports		Exports	
	1925	1926	1925	1926
Animal, agricultural and pastoral products and foodstuffs	£ 426,410	£ 459,247	£ 542,740	£ 647,220
Ales, spirits, wines and beverages	65,183	68,311	151	343
Tobacco	72,008	79,993	56	188
Fibres, yarns, textiles and apparel	330,023	372,570	3,438	3,682
Metals, metal manufactures, machinery and vehicles	637,566	771,172	775,630	661,264
Minerals, earthenware, glassware and cements . .	82,713	72,807	1,389,536	1,868,172
Oils, waxes, resins, paints and varnish	106,343	141,453	62,175	57,646
Drugs, chemicals and fertilizers	31,607	36,822	11,720	5,944
Leather and rubber and manufactures thereof . .	80,866	101,383	1,362	2,070
Wood, cane, wicker and manufactures thereof . .	92,805	92,611	4,172	5,120
Books, paper, stationery	25,782	30,364	856	1,235
Jewellery, timepieces, fancy goods and musical instruments	35,124	32,687	881	1,062
Miscellaneous	53,179	58,847	15,464	13,730
Specie, parcel post, Government stores	150,242	189,358	20,041	25,305
	£2,189,851	£2,507,625	£2,828,222	£3,292,986

EXPORTS

The principal exports from Southwest Africa during the last two recorded years were as follows:—

	1926	1925
Copper tons	54,535	£ 502,187
Slaughtered cattle . . . number	42,931	59,813
Diamonds carats	683,024	£ 554,951
Vanadium tons	1,278	45,907
Other	643,053	241,969
		515,090
		1,387,209
		123,005
		521,088
Total	£3,292,986	£2,828,222

Although the trade in slaughtered cattle shows a slight reduction in 1926 over 1925, all pastoral industries are flourishing. Exports of mohair, hides and skins (including goat and sheep skins), went up by a considerable percentage, and the output of merino wool doubled. The meat packing plant at Walfisch Bay exported for the first time, shipping a few hundred tons of preserved meats to the Continent.

IMPORTS

As will be noticed, slight increases were recorded in practically every class of commodity imported, with the exception of minerals, earthenware and cements, in which a reduction in the imports of cement by approximately 8,000 tons occasioned the loss.

Of the three principal classes of imports, which are foodstuffs, textiles and metals, only a slight advance was made in foodstuffs, and a moderate advance in textile products; on the other hand, a marked increase in the imports of metal goods occurred. Among foodstuffs the principal imports are flour, which accounts for about one-seventh of the whole; coffee, jams and jellies, condensed milk, sugar and confectionery. In all these items South Africa is the predominant supplier, enjoying three-quarters of the total trade.

Among imports of textiles, cotton piece goods and ready-made clothing, together with other haberdashery items, comprise three-quarters of the total imports. The imports of native trade textiles are very small. There is no business in this division which would be of any particular interest to Canada. While the statistics show Germany to be predominant in fabrics, the majority of imports reach Southwest Africa through South Africa, and their origin is undeclared. The textile trade of the Mandated Territory appears to be more or less controlled by the large South African wholesale houses.

In the metal goods, machinery and vehicles classes, the imports of agricultural implements are modest. A considerable proportion of the entire demand under this head consists of mining machinery, a trade in which Germany appears to be markedly predominant. There is a fair business in galvanized sheets and in pipes and tubing, but the remainder of the demand for primary iron and steel products is negligible. Fencing, including standards and droppers, however, is a considerable business. The motor vehicle trade is not exceptionally large, representing only about one-eighth of the total value of the iron and steel class. For the most part iron and steel imports are distributed over a large number of items, no single one of which is a trade of any particular importance.

ORIGIN OF IMPORTS

Germany enjoys a marked advantage in this territory, both because of the preponderance of German population and because of the steamship services between Germany and Southwest African ports. In a considerable range of commodities, it is almost impossible to compete with her on account of these advantages. Nevertheless, to a large extent the trade of the Mandated Territory remains in South African hands. The wholesale merchants of the Union canvass the few towns at regular intervals. They extend generous credit terms, and in all except staples they represent the best selling connection for any over

seas manufacturer. There is practically no agency community of any importance in Southwest Africa and all the distribution is carried out by general traders.

With reference to possibilities of Canadian trade, no Canadian exporter need trouble much about this area at present. Manufacturers of agricultural implements might be well advised to seek connections there, particularly if they offer lines which are employed in connection with cattle or other pastoral industries. Southwest Africa has a great future as a stock country, and the purchases of a wide variety of equipment are increasing in connection with such enterprises. For practically all other Canadian exports, however, as much trade can be obtained through South African distributors as through direct connections in the Mandated Territory.

NORTHERN RHODESIA

The trade statistics for Northern Rhodesia for 1925 and 1926 were as follows:—

	1925	1926
Exports	£ 432,997	£ 490,382
Imports	1,317,907	1,725,682
Total trade	£1,750,904	£2,216,064

Of these exports, £427,980 in 1926 and £384,695 in 1925 consisted of African produce. The remainder consisted of re-exports of other than African produce. A certain percentage of the African produce exported from Northern Rhodesia originated in Southern Rhodesia and the Union of South Africa, but as all three areas are in a Customs Union, it is impossible to give individual percentages.

The trade of Northern Rhodesia has increased in remarkable fashion during the last few years. In 1922 the value of imports was only £500,321, or about one-quarter of the present figure. Mining activity and the steady improvement in transportation facilities have stimulated the development of the colony and vast expanses of virgin territory are rapidly coming under survey and exploitation.

At present, however, the distribution system of this colony is still primitive. Out of the total imports in 1926, only £216,238, or approximately 15 per cent of the goods imported, came direct from overseas. Imports to the value of £372,024 were removed from South Africa under the Customs Union agreement, and to the value of £1,044,439 from Southern Rhodesia. Thus approximately 80 per cent of all Northern Rhodesian requirements were purchased ex South African stocks, a fact that is eloquent of the lack of development of this territory. Of these purchases less than 25 per cent were of South African or Southern Rhodesian origin. It is therefore evident that Northern Rhodesian purchases at present are so small, so diverse and so scattered that in the vast majority of cases it does not pay to import direct.

The analysis of Northern Rhodesian trade by classes of commodities is as follows:

	Imports		Exports	
	1926	1925	1926	1925
Foodstuffs	£ 193,263	£ 131,990	£143,266	£130,399
Beverages	54,562	38,548	125	110
Tobacco products	27,519	19,473	156,437	99,796
Textile products	376,527	300,536	5,617	7,001
Metal goods	576,982	522,711	76,405	115,287
Minerals, glassware	104,513	67,555	1,993	843
Oils, paints, varnishes	76,482	45,892	1,268	508
Drugs and chemicals	55,580	22,776	55	42
Leather and rubber goods	30,522	21,555	923	1,198
Wood and wood products	56,087	35,103	41,589	27,449
Paper and paper products	19,703	15,134	38	80
Other merchandise	95,842	62,752	1,055	982
Government stores	58,098	33,882	....	....
Total	£1,725,680	£1,317,907	£428,771	£383,695

As may be noted from the above, the gain in imports was distributed over all classes. The foodstuffs increases were particularly in the items of maize, flour, butter, biscuits and confectionery, dried and tinned fish, and condensed milk. In the textile class the most important increases were in native goods. The improvement in metal goods imports was less noticeable than that of other classes, but good progress was registered in agricultural implements, galvanized sheets, builders' hardware, enamelledware, electrical material, and motor cars. The improvement in the minerals class arose from heavy and rather inexplicable imports of South African coal. The increase in the oils, paints and varnishes division resulted from greater imports of lubricating oils and motor spirit, and the drugs and chemicals totals were expanded by considerably larger imports of industrial chemicals for the mines, together with increases in insecticides and fertilizers. The wood and wood products figures advanced through the doubling of the sale of rough timbers, together with smaller increases in manufactured woods and furniture. The chief miscellaneous items consisted of explosives and motion picture films.

ORIGINS

Over an average of five years, Great Britain supplied approximately one-half of the imports of Northern Rhodesia, and South Africa and Southern Rhodesia another quarter. Great Britain's share slipped somewhat in 1926, doubtless because of her industrial troubles. She is, however, the predominant supplier of all the principal imports except foodstuffs, manufactured tobaccos, motor cars, fuel oils, and timbers. South Africa and Rhodesia confine their trade to foodstuffs and to a small range of manufactured articles such as cement, tobaccos, and beverages. Of other parts of the Empire, India and Canada have very small trades and no other section any business of any importance. Of foreign nations, the United States leads by a wide margin, supplying approximately 12 per cent of the total imports. American business has made progress during the past few years, particularly in the machinery and motor car trades. Germany and Belgium are the only other foreign suppliers of any importance, and their share of the trade is negligible in both instances.

CANADA'S BUSINESS

In 1925 Canada sold goods in Northern Rhodesia to the value of £21,014, and in 1926 the figure was £22,913. Of these figures only about 5 per cent was foodstuffs. About one half of the remainder consisted of motor cars. The only other considerable items were tires and tubes and rough lumber. There were no direct imports from Canada; all purchases of Canadian goods were ex stocks in Southern Rhodesia or the Union of South Africa. It is improbable that Canadian trade will increase very greatly as long as this situation prevails, but there is no remedy for it at present. As Northern Rhodesia opens up, and as her distribution begins to be specialized, Canada will supply a greater share of her requirements, but at present the territory is too scattered and unorganized to be of any interest to Canadian exporters.

NEW PUBLICATION

The series of reports which have recently been appearing in the *Commercial Intelligence Journal* from the pen of Mr. L. D. Wilgress, Canadian Trade Commissioner in Hamburg, on "Czechoslovakia as a Market for Canadian Products", is about to be reprinted as a pamphlet under that title. It should be noted that this pamphlet will be sent free to subscribers to the *Commercial Intelligence Journal*, but only on special application being made. As the number of copies to be printed will be strictly limited, early application should be made to the Department of Trade and Commerce, Ottawa. The price to other than subscribers to the *Commercial Intelligence Journal* is 25 cents. The pamphlet will extend to about 56 pages, and will be indexed.

BELGIUM'S COAL BY-PRODUCTS INDUSTRY AND TRADE

TRADE COMMISSIONER Y. LAMONTAGNE

Brussels, August 12, 1927.—In view of the efforts which are being made to develop an important coal by-products industry in Canada, the following notes on the state of this industry in Belgium and its contribution to the external trade of the country will doubtless be interesting.

Belgium owes its present high rank among the world producers of coke and the products of the distillation of coal to its extensive deposits of the primary raw material, coal, which are estimated at approximately 23 billion metric tons.

COAL INDUSTRY

In spite of the wholesale destruction wrought upon the Belgian coal mines during the war, Belgium has been able since, through the use of modern methods and machinery, to show a greater output than before. In 1925 a total of 23,133,160 metric tons of coal were extracted, while production in 1926 reached 25,329,560 tons. This production, however, remains insufficient for the requirements of the country, and Belgium has to import certain qualities of coal including the coking variety. Last year imports of coal amounted to 7,756,061 tons, supplied mostly by Germany. On the other hand, Belgium exported 3,735,096 tons of coal during the same period, chiefly to France.

COKE PRODUCTION

The progress in Belgium's production of coke is shown by the following figures. In 1913 the output was 3,522,960 metric tons. In 1925 it amounted to 4,108,296 tons, and it rose last year to 4,865,868 tons.

The consumption of coal used for coke making during 1926 amounted to 7,153,000 tons, of which 46 per cent was imported. The industry employs about 5,900 men, and there are over 50 coking ovens in operation.

The coke produced is used either for domestic heating purposes or in the metallurgical industries. It may be noted that Belgium imported 2,609,406 tons of coke in 1926, chiefly from Germany, against 2,338,707 tons in 1925, while it exported 766,624 tons in 1926 compared with 848,458 tons in 1925, France taking the greater part of these exports.

The trade statistics also show that last year Belgium imported 2,819,876 tons of other mineral fuels and residues similar to coke obtained in the process of distillation of mineral oils and tar, Holland being the main source of supply, while exports of these fuels and residues amounted to 749,900 tons, mostly to Holland. This item is meant to cover in particular imports of cannel and bog-head coal.

BY-PRODUCTS OF DISTILLATION

The by-products of coking ovens form the basis of thousands of substances each of which has its own particular characteristics and use, as for instance in the drug, dyeing, paint, photographic and explosives industries, so that herein lies a great source of wealth, the extent and possibilities of which have not yet been fully investigated. There is still a great deal of waste incurred in the process of distillation which must be gradually eliminated and a greater percentage of efficiency obtained.

Among a number of specially built coking ovens for the recuperation of tars and gases which may be found in Belgium, that which is mostly used is the Semet-Solvay & Piette oven. One such plant at Havré-Ville utilizes 80,000 tons of tar and 25,000 tons of raw benzol per year, while another near Ostende produces over 15 tons of ammonia daily, or over 20,000 tons of

ammonium sulphate per annum. This latter plant is being enlarged to produce 30 tons of synthetic ammonia daily, while nitric acid and nitrates will also be manufactured at these works.

CONTRIBUTION TO EXPORT TRADE

The following statistics of Belgium's exports of products of the distillation of coal last year (1926) are illuminating.

Total exports of crude light oils (from which benzine, toluene, xylene, etc., are obtained); medium oils such as phenol and carboic acids; carbolineum, cresiline, creoline, lysol and similar products; heavy oils, lubricating and fuel oils; green oils; creosote oils for wood creosoting and highway tarring, including undenominated derivatives, the products of the distillation of coal tars, amounted to 81,202,426 tons, valued at 72,577,276 francs (about \$2,270,000), of which the United States took 78,837,213 tons. Imports amounted to 10,026,101 tons, mostly from Germany.

Total exports of benzol or benzine, toluol or toluene naphtha solvent, xylol, and products of the distillation of light oils derived from coal or mineral tars, i.e. products distilling between 75° and 175° Cent. and of a density under 0.90 at 15° Centigrade, amounted to 22,258,941 kg. (24,885,500 litres) valued at 61,131,735 francs (about \$1,910,000), of which Germany took about 75 per cent, the remainder going to the United Kingdom, France, Switzerland, and Italy. Imports of these substances totalled 253,138 kg. (296,000 litres) valued at 781,330 francs.

The quantity of pitch or artificial asphalt, the residues of the distillation of coal tars, exported was 25,507,469 tons valued at 13,346,592 francs (\$417,000), mostly to France. Against this, imports amounted to 91,113,646 tons, valued at 50,471,046 francs, chiefly from Germany and Great Britain.

Among other specific products under this category may be mentioned:—

Mineral Tars.—Imports, 43,886,669 tons, mostly from Germany, the United Kingdom, and France; exports, 2,879,716 tons, mostly to France.

Ammoniacal Water.—Imports, 1,335,171 tons, chiefly from Germany; exports, 1,461,876 tons, mostly to France.

Anhydrous Ammonia.—Imports, 1,786 kg.; exports, 74,375 kg., chiefly to France and Great Britain.

Commercial Sulphate of Ammonia.—Imports, 13,192,395 kg., mostly from Holland; exports, 820,318 kg., chiefly to Spain and the United Kingdom.

Naphthalene, Raw or Rose Crystals.—Imports, 13,207,857 kg., mostly from Germany; exports, 3,480,174 kg., mostly to Great Britain and Japan.

Naphthalene, Commercial, White.—Imports, 1,213 kg. only; exports, 2,276,922 kg. valued at 4,066,953 francs (\$124,000), of which France took 1,242,949 kilos, while Canada accounted for 85,224 kilos valued at 182,200 francs (about \$5,700).

[NOTE.—Quantities are given in metric tons of 2,205 pounds, equal to 1,000 kg. Belgian trade statistics include those of the Grand Duchy of Luxembourg, which is an important metallurgical country.]

BUSINESS CONDITIONS IN BRAZIL FOR JUNE AND JULY

TRADE COMMISSIONER A. S. BLEAKNEY

Rio de Janeiro, August 20, 1927.—The coffee states of São Paulo, Rio, and Espirito Santo have reached a complete agreement as to the marketing of this and succeeding crops. In a general way the agreement provides for monthly quotas of entries based on the previous month's clearances. The percentages for export falling to each state will be based on the exportable crop in the districts tributary to Santos, Rio, and Victoria. The agreement was particularly necessary, as without it the Institute would have controlled only about 15,000,000 bags out of a world supply of about 28,500,000, and was threatened with loss of its dominant position in the price situation. The prompt agreement of the coffee states in this vital matter has done much to restore confidence not only in the coffee trade but in all lines of business. The statement of the then President of the Coffee Institute on June 30 that the proceeds of the £10,000,000

loan floated by the Institute early in 1926 are still intact and available for financing this year's bumper crop, and that of the President of the Bank of Brazil that no difficulty has been experienced by the bank in maintaining the exchange at 52¹/₂d. (the stabilization rate) and that it will easily be maintained until conversion to gold is established, are other factors contributing to the improved feeling. Thanks in part to this statement, and largely to the support of the recent large crop of foreign loans and important entries of foreign capital, the present rate seems well maintained. It is felt, however, that without this stimulation exchange, which at times showed signs of weakening, would have been maintained with difficulty.

The weakness of the present situation lies in the continued failure of exports to provide the usual favourable balance of trade to cover the country's annual commitments abroad for the service of federal, state, and industrial loans, etc. Whereas the monthly average in £1,000 of thirteen leading exports from the ports of Rio and Santos was 185 in 1924, 194 in 1925, and 176 in 1926, the first seven months of 1927 shows an average of only 150 against 170 for the same period last year. These monthly averages, however, reached their low point in May and have since improved. The movement for 1927 is shown as follows: January, 185; February, 166; March, 156; April, 124; May, 119; June, 151; and July, 147. It looks also as if August would show an improvement. The first four months of 1927 have closed with an unfavourable balance of trade of £1,379,000 sterling, whereas the same period last year closed with a favourable balance of £2,411,000. As the 1926 complete year closed with a balance of only 14.8 million sterling against 18.4 in 1925, 26.7 in 1924, 22.6 in 1923, and 19.9 in 1922, it was considered a bad year. The final balance for 1927, unless a very marked improvement is shown quickly, should be small indeed. Coming just at this time, when an attempt is being made to stabilize the milreis, this condition is unfortunate. In looking for a possible improvement in this situation, it is well to note that this drop in exports has not been due to a fall in tonnage exported, which for the first four months in the official figures for all Brazil was a little over last year, and the unfavourable balance on a tonnage basis was less than last year for this period. It was due rather to the decreased sterling value of the milreis, the export value per ton having dropped from £52.6 to £42.2. The main cause in the decrease in sterling exports is due to the fall in the gold price of coffee, which fell off £3,370,000 in export value for the four months, although bags exported were 277,000 greater. Other main export items showing a loss expressed in sterling are: tobacco, £397,000; rubber, £280,000; matte, £188,000; and manganese, £170,000. The principal gains were: chilled meat, £145,000; hides, £274,000; oil fruits, £171,000; and cocoa, £283,000. The total drop in exports therefore of £1,966,000 is more than accounted for by the loss in sterling value of coffee exported, and with the exception of this main staple the gains on exports more than counterbalance the losses. The New York price per pound of coffee will be the deciding factor in the final sterling trade balance for the year. Brazil was getting 22½ cents per pound for Santos 4's on August 16 last year; 16½ cents is being paid now. If the next flowering shows the usual poor crop after a bumper yield, the price situation should improve.

On the whole it is felt that, in view of the agreement reached on marketing, the rising exports for June and July, and the coincident improvement in gold prices during the last few months, there are grounds for a certain confidence in the final trade balance being better than might be anticipated from a superficial glance at present figures.

IMPORT BUSINESS

Imports into Brazil up to April continued to be heavy, even in terms of sterling, although foreign money costs from 14 to 15 per cent more than at the same time last year. There was a slight drop in April as against March of about 4 per

cent. The continuance of heavy imports is rather anomalous in view of the stagnation of import business reported from all sides, but is probably explained, in the absence of any details, by heavy imports of coal following the British strike, jute for bags for the bumper coffee crop, gasoline, automobiles, printing paper, caustic soda, flour, wheat, and codfish, which appear to be growing in spite of local conditions, and also to imports of materials for local industries which benefited by the lower exchange rate. Importers of goods for direct consumption are certainly doing little business, although during July there were some indications of improvement, which continued into August. The market can still be characterized as dull, however, although interest has been shown by several firms in new Canadian agencies. The iron and steel market is generally very quiet, with some activity in machinery, agricultural implements and pumps, and signs of awakening in hardware. The business in electrical equipment is still very dull, and the leather market shares this inactivity. The market for light drugs and chemicals, while fairly active in the immediate past, has also become inactive. The cement market shows a certain activity in São Paulo, but is quiet in Rio. The local factory in São Paulo is doing well. There is the usual business in newsprint, but prices are low and not profitable. The automobile market is fair, but the sale for taxis is poor owing to bus competition. The arrivals of North American flour in July were about 17,000 bags in Rio, according to manifests, with little Canadian in sight. The market for codfish is normal for this time of the year.

Generally speaking, no marked improvement in import activity is looked for until the end of the year.

CZECHOSLOVAK COMMERCIAL TREATIES WITH HUNGARY AND AUSTRIA

TRADE COMMISSIONER L. D. WILGRESS

Hamburg, August 22, 1927.—Two important commercial treaties, providing for a large number of tariff reductions, have recently come into force in Czechoslovakia. These are the commercial treaty with Hungary and the commercial agreement with Austria. The former, after lengthy negotiations, was signed on May 31 last and came into force on August 8, 1927. The agreement with Austria re-establishes normal economic relations between the two countries, which ceased to exist last April with the breakdown of the negotiations then being conducted. This agreement was signed on July 21 last and came into force in Czechoslovakia on August 15, 1927.

TREATY WITH HUNGARY

The Commercial Treaty between Czechoslovakia and Hungary is a very long document and is intended to regulate the economic relations between two states which are neighbours. In respect to customs duties, the treaty provides for mutual most-favoured-nation treatment and reciprocal concessions for Hungarian agricultural products in Czechoslovakia and for Czechoslovak textile and other finished goods in Hungary. Most of the tariff concessions granted by Czechoslovakia are not of much interest to Canada. The treaty, however, re-establishes the former Czechoslovak conventional duty of 192 crowns (1 Czechoslovak crown = \$0.0296) per 100 kg. (22 pounds), applicable to other agricultural machinery and apparatus of iron, which lapsed last year with the termination of the agreements with Austria.

With respect to wheat and flour, the Czechoslovak duties on which gave rise to most of the difficulties in the negotiations, the treaty provides for the maintenance of the present conventional duties of 30 crowns per 100 kg. on

wheat and 70 crowns per 100 kg. on flour and milled products. In an annex to the treaty it is further provided that if the Czechoslovak Government should reduce the duty on wheat or rye, the duty on flour and other products milled from these grains will be also reduced in proportion down to the rate of 20 crowns.

Concessions have also been accorded in respect to the Czechoslovak system of duty-free import licenses for grain in return for exports of grain and milled products. It is provided in the annex to the treaty that these import licenses will be non-transferable and will be valid for no longer than nine months, while the raw product value of 100 kg. of flour or other products milled from wheat or rye is not to be fixed at more than 115 kg. of wheat or rye.

AGREEMENT WITH AUSTRIA

The commercial agreement with Austria is supplementary to the commercial agreement between the two countries of May 4, 1921. The agreement fixes the conventional rates of duty in respect to a large number of items of the Czechoslovak tariff. Textile products are particularly affected and in only a few instances are the tariff reductions of interest to Canada. The Czechoslovak conventional duty on plough bodies, plough heads, mould-boards, plough-shares, coulters of iron, is fixed by the agreement at 168 crowns per 100 kg. The agreement also re-establishes the former conventional duty of 176 crowns per 100 kg. on finished clamps, hoes, spades, and trowels, while on forks for hay and manure the conventional duty is fixed at 280 crowns.

EXCHANGE PROVISION

An interesting provision contained in both the treaty with Hungary and the agreement with Austria is that if the value of the Czechoslovak crown in relation to the dollar or the pound sterling rises or falls by at least 10 per cent (average for a full month) above or below the average quotation for 1925, the Czechoslovak Government may introduce a "coefficient of exchange", so that the duties may maintain the value which they had in relation to the average 1925 quotation.

TENDERS INVITED

New Zealand

Copies of plans and specifications have been received from Mr. Paul Sykes, Assistant Canadian Trade Commissioner at Auckland, for equipment required by the Public Works Department, the New Zealand Government Railways, and the Post and Telegraph Department, Wellington. These plans and specifications are open for inspection at the Commercial Intelligence Service, Department of Trade and Commerce, Ottawa.

Public Works Department.—Switchgear with accessories. Tenders close on January 10, 1928. Eight oil circuit breakers; 3 air break switches; 17 sets isolating switches; steelwork, relays, current and potential transformers, panels, wiring and cables, batteries and charging set; spares. Tenders close on January 17, 1928.

New Zealand Government Railways.—One 2-ton capstan; one 1½-ton capstan; one 2-ton battery crane truck; two motor-driven air compressors. Tenders close January 12, 1928.

Post and Telegraph Department.—5,000 cords microtelephone, 4 conductor; 500 cords, telephone, 6 conductor; 300 yards cordage, telephone, 6 conductor, all to specification. Tenders close November 15, 1927.

One set of plans, specifications and blue prints is also available to any Canadian railway construction company interested in tendering for a large construction contract.

TARIFF CHANGES AND CUSTOMS REGULATIONS

New British Marking Proposals

The British Board of Trade have referred to the Standing Committee appointed by them under the Merchandise Marks Act, 1926, applications for Orders in Council to require the marking of imported insulated electric cables and wires; electric incandescent lamps; rubber manufactures (excluding tires and boots and shoes); and briar pipes and bowls. The committee will consider whether the above goods should be marked on sale or exposure for sale, and they may, at their discretion, also consider whether the goods should be marked on importation.

New Zealand Preference Conditions Applicable to Tea

The New Zealand *Gazette* of July 14, 1927, contains a regulation which as regards tariff preference granted to tea restricts the British preferential tariff to tea all of which is the growth of a country or countries entitled to the British preferential tariff and provided also that the final process of manufacture of all such tea shall have been performed in some part of the British Dominions entitled to the British preferential tariff. In consequence of this a special certificate of origin is required for tea to be entered under the British preferential tariff in New Zealand.

Consular Invoices in Mexico

Writing under date September 2, 1927, the Trade Commissioner in Mexico advises that changes have been made in the fees for certification of consular invoices covering goods shipped to Mexico. These changes, however, affect the exporter only indirectly, and the method of procedure remains as before.

In future, the fee for the certification of consular invoices will be 5 per cent of the invoice value for the goods mentioned below, all others being charged at the rate of 10 per cent as at present:—

Pine tar, when proof is given that it is required for the reduction of mineral ores by the flotation process.

Copper pipes.

Zinc in ingots, wire or dust.

Zinc in perforated sheets, for reduction of mineral ores.

Ploughs of one or two blades and repair parts of same.

Iron pipes of more than 15 centimetres in diameter.

Covers or roofs and bottoms of iron and steel, when proof is given that they are required for tanks of more than 2,500 litres capacity.

Crude mineral oil.

Alkaline cyanides.

Hyposulphite of soda.

Machinery of all kinds for industry, agriculture, mining, and the arts, n.o.s., and single pieces and parts for repair of same.

Wheeled tractors of all kinds, and single pieces and parts for repair of same, when not applicable to other uses.

Tools of all kinds for artisans.

Lamps of all kinds for miners.

Hats and helmets for miners and firemen.

On certifying consular invoices, however, consuls will make a uniform charge of 10 per cent in all cases; but if on clearing the merchandise through the customs, it is found that it comes under any of the classifications mentioned above, and for this reason should be charged at the rate of 5 per cent, the Customs Department will issue a certificate to that effect to the interested person, in order that the consulate concerned may return to the shipper the excess amount collected.

Tariff Changes in Mexico

Writing under date September 2, 1927, the Trade Commissioner advises that a new schedule of import duties has recently been issued for artificial silk. Duties on this material have hitherto been based upon the tariff for linen, plus 75 per cent surcharge. The revised schedule consists of fifty-five items and is too expensive to be published in the columns of the *Commercial Intelligence Journal*; full details may, however, be obtained on application to the Department of Trade and Commerce, Ottawa.

New Fish-marking Regulations in Italy

Mr. Jean J. Guay, Canadian Trade Commissioner in Milan, cables that it has been decreed that preserved fish products entering Italy after March 3, 1928, must have marked idelibly on the container the indication of the kind of oil or other substances used in preserving the fish, and that the net weight of the contents must also be shown.

In a later cablegram it is stated that this decree provided also for the use of initials instead of names on containers of fish. This provision it is understood has reference to the previous marking regulations in force in Italy and which are outlined in *Commercial Intelligence Journal* No. 1213 (April 30, 1927), page 530.

ASSISTANCE THAT CAN BE GIVEN BY CANADIAN TRADE COMMISSIONERS

Many manufacturers and exporters apparently are not fully advised as to the valuable services that can be rendered by Canadian Trade Commissioners. The attached is therefore issued with a view to rendering the activities of Canadian Trade Commissioners of greater use to manufacturers and exporters generally.

COMMERCIAL INFORMATION

1. Manufacturers and exporters can receive up-to-date information through the *Commercial Intelligence Journal* or by direct correspondence with the Department or any of the Canadian Trade Commissioners as to:—

- (a) The present and prospective demand for their goods.
- (b) Foreign and local competition (with specimens, catalogues and prices).
- (c) Details of best selling methods.
- (d) Reports on foreign buyers, though the Department cannot assume any responsibility in any opinions expressed by Trade Commissioners. They, however, will use their best endeavours to advise exporters as to the standing of such firms.
- (e) Specifications of articles in particular demand.
- (f) Inquiries for goods, and by means of an efficient system for collecting such inquiries the names can be obtained from time to time from the Commercial Intelligence Branch of the Department at Ottawa.

AGENTS, BUYERS, AND DISTRIBUTORS

2. Trade Commissioners will also:—

- (a) Recommend to intending exporters the names of responsible parties in a position to act as agents or buyers and distributors.
- (b) Give every possible assistance to such agents, etc., and will introduce them to influential individuals or associations who may be in a position to buy goods from Canada.

- (c) Give confidential information, when so requested, as to the activities of agents appointed by Canadian exporters, or firms to whom sales have been, or are being, made.

3. Trade Commissioners can assist in advising Canadian exporters and manufacturers:—

- (a) As to the best media in which to place advertisements and the form which such advertisements should take, i.e., their adaptation to the special requirements of the community.
- (b) In the display of catalogues, price lists and samples where they can be seen by potential buyers.
- (c) As to the distribution of trade literature and its probable cost.

GENERAL

- 4. (a) Trade Commissioners will always be glad to receive visitors from Canada and introduce them to possible buyers or agents, or put them in touch with such experts as legal advisers, interpreters, and shipping and banking representatives.
- (b) The good offices of Trade Commissioners can always be invoked with a view to settling difficulties which may arise between the Canadian exporters and buyers abroad.
- (c) Trade Commissioners will at any time provide such information as may be available as to freight rates, customs, port dues, etc., so as to enable Canadian firms to quote prices for delivery overseas. They will be glad also to provide information respecting cost of travel, regulations applicable to commercial travellers, packing and marking of goods, shipping accommodation, storage arrangements, and any other foreign government regulations or conditions which have to be complied with.

FINANCIAL ARRANGEMENTS

5. Particulars can be obtained with regard to:—

- (a) Terms of credit which may be given to foreign buyers.
- (b) Financial houses and banks who will discount bills or give credit.
- (c) Regulations governing the recovery of debts in foreign countries.
- (d) Disposal of goods abroad contracted for but not accepted by foreign buyers.
- (e) Infringement of trade marks or patent rights; and advise on registration.

INFORMATION NECESSARY TO THE TRADE COMMISSIONER

When a Canadian exporter desires the assistance of a Trade Commissioner in marketing his goods abroad, he should in the first letter give that officer the very fullest information in regard to the commodity which he desires to sell as follows:—

- (a) Catalogues and best export prices c.i.f. port of entry, or failing that, f.o.b. Canadian port. It is quite useless to send prices f.o.b. factory.
- (b) Details regarding process of manufacture if convenient.
- (c) If not too bulky, samples of what the firms have to offer should be forwarded—not necessarily a full range—and a draft or money order sufficient to cover the customs duties and landing charges on the samples.
- (d) Bankers' references.
- (c) The proportion of output which is available for export, time required to ship from receipt or order and the quantity for which orders will be accepted.

The Trade Commissioner will thus be in a position to make a survey of his territory, report the opportunities for the lines to be exported, and can then either place the exporter in communication with reliable importers or recommend suitable agents.

NEW ZEALAND TARIFF REVISION BILL INTRODUCED

Mr. Paul Sykes, Assistant Trade Commissioner, Auckland, cables under date of September 13 as follows:—

"New tariff bill has been introduced. The British preferential tariff is practically unchanged. The general tariff is increased by 5 per cent and 10 per cent in many cases. New rates, British preferential and general respectively, are: Confectionery, 20 per cent ad val., 40 per cent ad val.; hosiery, 25 per cent ad val., 45 per cent ad val.; drapery, 20 per cent ad val., 40 per cent ad val.; lumber, rough, both British preferential and general, 5s. per 100 superficial feet; lumber, dressed, both British preferential and general, 7s. 6d.; paper, wrapping, 6s. 6d. per cwt. or 25 per cent ad val. British preferential tariff, 10s. 6d. per cwt. or 55 per cent ad val. general tariff (presumably whichever rate would return higher duty applicable). On machinery and electric apparatus the general tariff is increased 5 per cent ad val. or 10 per cent ad val., and on automobile bodies unassembled 5 per cent. Other important items remain unchanged."

The new tariff takes effect on September 14, subject to amendments. Must finally be approved by Parliament.

FOREIGN WHEAT FOR SPANISH MILLS

By a Royal Decree published in the *Gazette* on August 29 foreign wheat to a maximum of 50,000 tons may be imported during the next six months with the object of testing whether employment can be increased in the flour milling industry, the present productive capacity of which exceeds the interior consumption of the country, says the *London Times Trade Supplement*. The flour ground from imported wheat must be exported within three months from the date that the grain passes through the customs. Only firms having a productive capacity of 30,000 kg. in 24 hours and situated within 50 km. from the port or frontier where the grain is imported may take advantage of this law. If the results are favourable authorization to import will be extended by periods of six months.

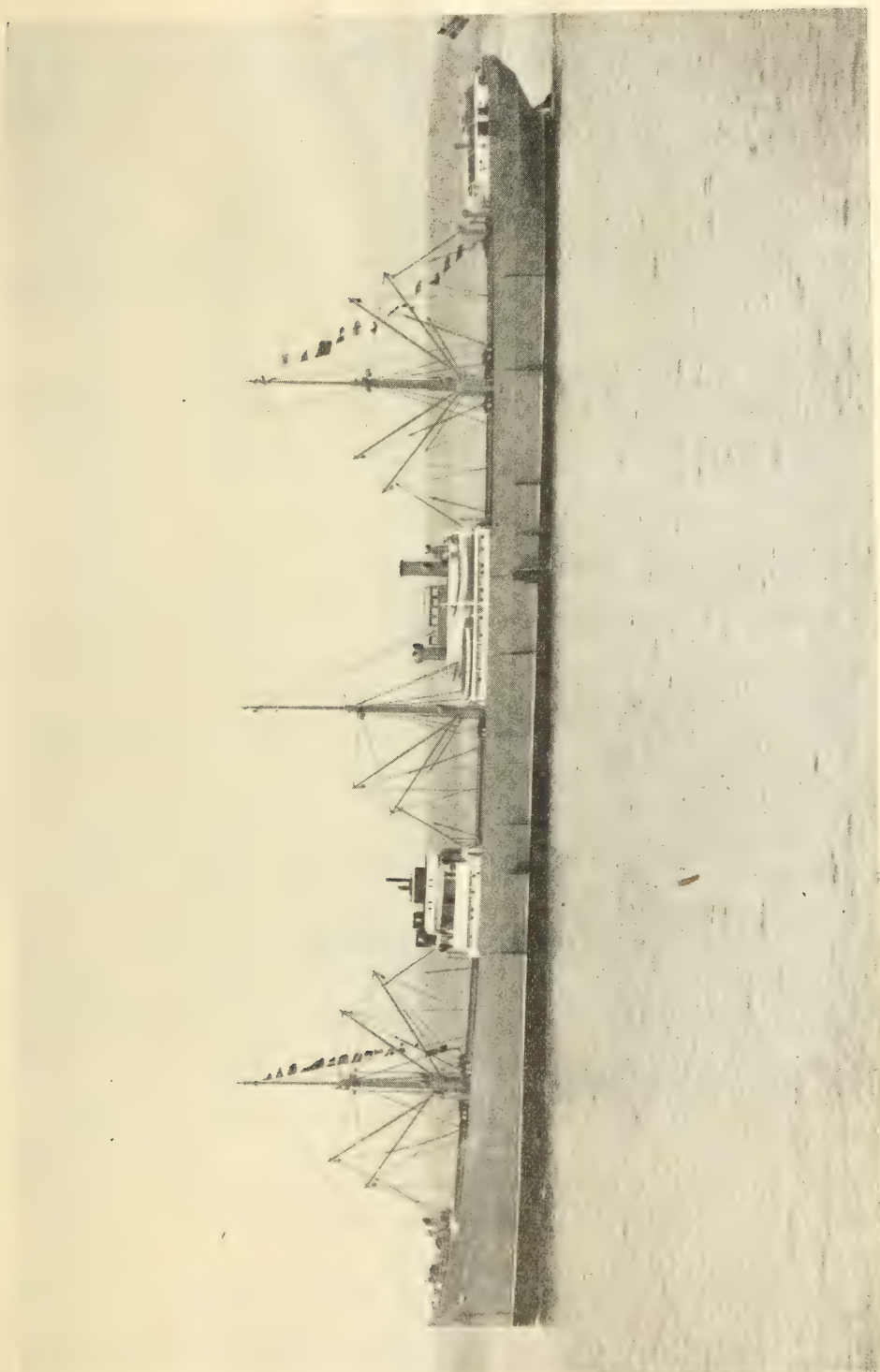
ITALIAN ASBESTOS DEPOSITS

A large deposit of chrysotile asbestos has recently been discovered near Balangero, about 180 kilometres from Genoa and 120 kilometres from the Modane frontier, says the *London Times Trade Supplement*. A new industry may be developed as a result of this discovery, as the quality of the asbestos is reported to be such as to enable it to compete in the world's markets. An annual output of 12,000 to 15,000 tons could, it is said, be attained in a short time.

INAUGURATION OF VANCOUVER-WEST INDIES STEAMSHIP SERVICE

The ss. *Fordeffjord*, which (illustrated on opposite page) is shown leaving Vancouver harbour on June 3 of this year, was the first vessel to sail under contract between the Department of Trade and Commerce and the Canadian Transport Company, Limited, whereby from eight to twelve sailings will be made during the present fiscal year 1927-28 between Vancouver and Trinidad, calling if sufficient cargo offers and whenever possible at ports in Mexico and on the northeast coast of South America, as well as Barbados and the Windward and Leeward Islands.

The *Fordeffjord* on this voyage called at Trinidad, Barbados, Guadeloupe, Martinique, and Kingston, Jamaica.



SS. Fordefford leaving Vancouver Harbour for Trinidad, Barbados, Guadeloupe, Martinique, and Kingston, Jamaica.

FOREIGN EXCHANGE QUOTATIONS FOR THE WEEK ENDING SEPTEMBER 12, 1927

The Foreign Exchange Department of the Bank of Montreal has furnished the following statement of the nominal closing quotations for all the principal exchanges for the week ending September 12, 1927. Those for the week ending September 6, 1927, are also given for the sake of comparison.

Country	Monetary Unit	Parity	Week Ending Sept. 6, 1927	Week Ending Sept. 12, 1927
Britain	£	\$4.86 $\frac{3}{4}$	\$4.8591	\$4.8609
Belgium	Belga	.1390	.1391	.1392
Czechoslovakia	Crown	.20263	.0296	.0296
Finland	Mark	.0252	.0252	.0252
France	Fr.	.1930	.0391	.0391
Holland	Florin	.4020	.4005	.4006
Italy	Lire	.1930	.0543	.0543
Spain	Pes.	.1930	.1688	.1688
Portugal	Esc.	1.0805	.0500	.0500
Switzerland	Fr.	.1930	.1927	.1928
Germany	Reichs Mk.	.2382	.2377	.2377
Greece	Dr.	.1930	.0132	.0133
Norway	Kr.	.2680	.2625	.2642
Sweden	Kr.	.2680	.2684	.2678
Denmark	Kr.	.2680	.2675	.2677
Austria	Schilling	.1407	.1412	.1412
Japan	Yen	.4985	.4725	.4710
Siam	Tical	.3709	.4525	.4500
India	Ruppee	.3650	.3637	.3637
United States	\$	1.0000	.9996	.9996
Mexico . . . . .	\$	.4985	.4785	.4775
Argentine Rep.	Peso (Paper)	.4244	.4268	.4275
Brazil	Mil.	.5462	.1185	.1187
Jamaica	£	4.86 $\frac{3}{4}$	4.8600	4.8600
British Guiana	\$	1.0000	1.00 $\frac{3}{8}$ —1.001 $\frac{7}{8}$	1.00 $\frac{3}{8}$ —1.001 $\frac{7}{8}$
Barbados	\$			
Trinidad	\$			
Dominica	\$			
St. Kitts	\$			
Grenada	\$			
St. Vincent	\$			
Tobago	\$			
China	Taël	.6087	.6137	
Batavia, Java	Guilder	.4020	.4005	.4006
Peru	Libra	4.8665	3.8200	3.9000
Singapore, Str. Settlement . . . . .	\$	.5678	.5612	.5612

TRADE INQUIRIES FOR CANADIAN PRODUCTS

Since the publication of the last *Commercial Intelligence Journal* there have been received the following inquiries for Canadian products. The names of the firms making these inquiries, with their addresses, can be obtained only by those specially interested in the respective commodities upon application to: "THE COMMERCIAL INTELLIGENCE BRANCH OF THE DEPARTMENT OF TRADE AND COMMERCE, OTTAWA," OR THE BOARDS OF TRADE AT ST. JOHN, HALIFAX, QUEBEC, SHERBROOKE, MONTREAL, TORONTO, WOODSTOCK, ST. MARY'S (ONT.), PORTAGE LA PRAIRIE, ST. BONIFACE (MAN.), WINNIPEG, VANCOUVER, NEW WESTMINSTER, AND PRINCE RUPERT; THE CHAMBERS OF COMMERCE AT BELLEVILLE, PETERBOROUGH, HAMILTON, ST. CATHARINES, STRATFORD, GUELPH, BRANTFORD, LONDON, ST. THOMAS, SARNIA, AND VICTORIA (B.C.); THE CHAMBRE DE COMMERCE, DISTRICT OF MONTREAL; BORDER CHAMBER OF COMMERCE, WINDSOR; THE CANADIAN MANUFACTURERS' ASSOCIATION OFFICES AT TORONTO, MONTREAL, WINNIPEG, EDMONTON, VANCOUVER, AND VICTORIA; AND THE KITCHENER AND WATERLOO MANUFACTURERS' ASSOCIATION, KITCHENER (ONT.).

Foodstuffs

532. A commission agent in Nevis, British West Indies, desires to be placed in touch with Canadian exporters of foodstuffs.

533. A firm in Hamburg in the foodstuffs line wish to secure connection with Canadian exporters of products saleable in Germany other than dairy products.

534. BISCUITS AND CONFECTIONERY.—A firm in Georgetown, Demerara, desire to be placed in touch with Canadian exporters of biscuits and confectionery.

835. COMPRESSED CHEESE.—An agent in Frankfurt-on-the-Main wishes to get in touch with Canadian exporters of compressed cheese.

836. CANNED GOODS.—An agent in Frankfurt-on-the-Main wishes to get in touch with Canadian exporters of canned fish and canned fruits.

837. EVAPORATED APPLES.—A firm in Hamburg in the provision trade wish to secure connection with a Canadian exporter of dried and evaporated apples.

838. FRESH FRUIT; ONIONS.—A New Zealand firm of importers and manufacturers' representatives would like to get in touch with firms desirous of obtaining representation in that country for the export of fresh fruit and onions.

839. POTATOES.—A firm in Georgetown, Demerara, desire to be placed in touch with Canadian exporters of potatoes.

840. DRY SALTED HERRING AND DRIED CODFISH.—Canadian exporters of dry salted herrings and dried codfish are requested to communicate with an Italian firm in Bari.

Miscellaneous

841. FEEDING STUFFS.—A firm in Edinburgh would like to have offers of Canadian feeding stuffs.

842. OATS.—An Aberdeen firm desire to get in touch with Canadian exporters of oats, cheap in price.

843. OATS.—A Manchester firm are interested in having offers from Canadian exporters on No. 2 Canada Western oats. Also interested in No. 2 Canadian feed and No. 2 mixed Canadian feed.

844. BARLEY AND OATS.—An Edinburgh firm desire to act as agent for a direct shipper of Canadian barley and oats.

845. WHEAT AND OATMEAL.—A New Zealand firm of importers and manufacturers' representatives desire to be put in touch with exporters of wheat and oatmeal with a view to representing them in that country.

846. HAY.—A Cardiff firm desire quotations from Canadian sources in 25- to 50-ton lots. Quotations should be c.i.f. Cardiff in sterling.

847. HAY.—A Manchester firm of hay merchants are open to receive direct c.i.f. offers from Canadian shippers of No. 2 clover mixture; also timothy.

848. HAY.—A Yorkshire firm of agricultural merchants are open to receive c.i.f. offers of Canadian timothy and clover mixture as buyers. Quotations desired c.i.f. Liverpool, Manchester, or Hull.

849. HAY.—A firm in the North of England are open to hear direct from Canadian exporters who can quote c.i.f. Newcastle-on-Tyne.

850. GRAIN.—A Leith firm wish to get in touch with Canadian exporters of wheat, barley, oats, maize, and linseed offals.

851. GRAIN.—A firm of commission agents in Bremen dealing with the grain and feeding stuffs importers of that city wish to get in touch with first-class Canadian grain exporters, particularly for barley.

852. FLAX, ETC.—A Dundee firm are interested in offers of flax, hemp, and other commercial fibres. Proper scutching essential.

853. BREEDING FOXES AND MINK.—A party in Norway wishes to get in touch with fur animal farmers in Prince Edward Island who can supply mink and silver foxes.

854. HORNS AND TEETH.—A Glasgow firm of general merchants and import and export agents desire to hear from a Canadian source in a position to supply stags' teeth, stags' horns (with skull), and elk horns.

855. PAPER AND CARDS.—An importer in Caracas, Venezuela, is desirous of corresponding with Canadian exporters of printing paper of all kinds, and cards for lithograph and photo engraving processes, who can offer prices c.i.f. La Guaira.

856. CASEIN.—A Scottish firm desire to get in touch with a Canadian source of casein for the manufacture of paper

857. PHOSPHATES (AMMONIA AND SLAG).—A firm in Georgetown, Demerara, desire to be placed in touch with Canadian exporters of phosphates.

858. ASBESTOS PACKING.—Buenos Aires importer wishes to hear from Canadian manufacturer of asbestos packing.

859. COBALT METAL.—A firm in Berlin wish to get in touch with Canadian exporters of cobalt metal and other materials for the production of high-grade steels.

860. HARDWARE.—A firm in Georgetown, Demerara, desire to be placed in touch with Canadian exporters of hardware, including wire nails.

861. HARDWARE, ROPE, ESTATE SUPPLIES.—A commission agent in Nevis, British West Indies, desires to be placed in touch with Canadian exporters of hardware, rope, and estate supplies.

862. SHELF HARDWARE.—Uruguayan firm of importers are willing to receive quotations and catalogues on shelf hardware.

863. AXES.—Buenos Aires importer wishes to hear from Canadian manufacturer of axes.
864. RAILWAY PICKS.—Buenos Aires importer wishes to hear from Canadian manufacturer of railway picks.
865. BICYCLES AND CHILDREN'S VEHICLES.—Montevidean firm of importers wish to receive catalogues and prices from Canadian manufacturers.
866. RAILWAY HEADLIGHTS.—Buenos Aires importer wishes to hear from Canadian manufacturer of railway headlights.
867. WINDMILLS.—Buenos Aires importer wishes to hear from Canadian manufacturer of windmills.
868. AXE AND PICK HANDLES.—Buenos Aires importer wishes to hear from Canadian manufacturer of handles (axe and pick).
869. DOWELS.—A Manchester firm of importers are open to consider as buyers direct offers from Canadian manufacturers of best-quality birch dowels in diameter from $\frac{1}{4}$ inch up to $\frac{5}{8}$ inch, lengths from 24 inches to 48 inches, in carlots of 1,000 bundles, smaller sizes 200 to a bundle, $\frac{5}{8}$ inch 100 to a bundle. C.i.f. Manchester prices and samples preferred.
870. LUMBER; BUTTER BOXES; AND FRUIT BOXES.—A New Zealand firm of importers and manufacturers' representatives desire to hear from exporters of lumber, butter boxes, and fruit boxes, with a view to representing them in that country.
871. LUMBER; BUILDING MATERIALS.—A commission agent in Nevis, British West Indies, desires to be placed in touch with Canadian exporters of lumber and building materials.
872. LUMBER.—A firm in Georgetown, Demerara, desire to be placed in touch with Canadian exporters of lumber from the Maritime Provinces and the Ottawa valley.
873. DOUGLAS FIR.—Canadian exporters of Douglas fir are requested to communicate with an Italian firm.

PROPOSED SAILINGS FROM CANADIAN PORTS

(The sailing dates are approximate and subject to change without notice)

From Montreal

- To ANTWERP.—Canadian Aviator, Sept. 22; Canadian Hunter, Oct. 1; Canadian Trapper, Oct. 12—all C.G.M.M.; Berwyn, Canadian Pacific, Oct. 1.
- To AVONMOUTH.—Huronian, Oct. 1; Colonian, Oct. 15—both White Star-Dominion; Salacia, Sept. 24; Concordia, Oct. 8—both Cunard Line.
- To BELFAST, LONDONDERRY, CORK AND DUBLIN.—Fanad Head, Sept. 25; Torr Head, Oct. 9—both Head Line.
- To CARDIFF AND SWANSEA.—Canadian Mariner, Sept. 23; Canadian Victor, Oct. 7; Canadian Commander, Oct. 21—all C.G.M.M.
- To GLASGOW.—Metagama, Sept. 29; Balfour, Oct. 8—both Canadian Pacific; Letitia, Sept. 23; Gracia, Sept. 30—both Cunard Line.
- To HULL.—Bay State, Sept. 20; Ariano, Oct. 4—both Furness Line.
- To LIVERPOOL.—Montcalm, Sept. 23; Minnedosa, Sept. 30; Montclare, Oct. 7; Montrose, Oct. 14—all Canadian Pacific; Albertic, Sept. 24; Regina, Oct. 1; Calgaric, Oct. 5; Megantic, Oct. 8; Doric, Oct. 15—all White Star-Dominion; Andania, Cunard Line, Oct. 14.
- To LONDON.—Canadian Aviator, Sept. 22; Canadian Hunter, Oct. 1; Canadian Trapper, Oct. 12—all C.G.M.M.; Alaulia, Sept. 23; Ausonia, Sept. 30; Antonia, Oct. 7—all Cunard Line; Bay State, Sept. 20; Ariano, Oct. 4—both Furness Line.
- To MANCHESTER.—Manchester Producer, Sept. 22; Manchester Citizen, Sept. 29; Manchester Division, Oct. 6—all Manchester Liners.
- To NEWCASTLE AND LEITH.—Cairnmona, Sept. 24; Cairntorr, Oct. 1—both Thomson Line.
- To HAMBURG.—Cairngowan, Sept. 22; Scatwell, Oct. 6—both Thomson Line; Brant County, Sept. 20; Golden Gate, Oct. 7—both County Line; Brandon, Canadian Pacific, Oct. 8.
- To HAVRE.—Laval County, County Line, Sept. 21.
- To ROTTERDAM.—Queens County, Sept. 22; Key West, Oct. 5—both County Line.
- To COPENHAGEN AND BALTIC PORTS.—Frode, Scandinavian-American Line, Oct. 5.
- To SOUTH AND WEST AFRICAN PORTS.—Cochrane, Elder Dempster Line, Sept. 15.
- To NORWEGIAN PORTS.—Randsfjord, Norwegian-American Line, Sept. 30.
- To SOUTH AMERICAN PORTS.—Nordlys, Canadian-South American Line, Sept. 22.
- To AUSTRALIAN PORTS.—Canadian Traveller, C.G.M.M., Oct. 1; a steamer, New Zealand SS., Oct. 17.
- To NEW ZEALAND PORTS.—Canadian Pioneer, C.G.M.M., Sept. 24; a steamer, New Zealand SS., Sept. 24.

To ST. KITTS, ANTIGUA, BARBADOS, TRINIDAD AND DEMERARA.—Canadian Squatter, Sept. 22; Canadian Beaver (calls at Guadeloupe), Oct. 6—both C.G.M.M.
 To BERMUDA, BAHAMAS, JAMAICA AND BRITISH HONDURAS.—Canadian Fisher, C.G.M.M., Oct. 5.
 To ST. JOHN'S, Nfld. (via CHARLOTTETOWN).—Canadian Sapper, C.G.M.M., Sept. 22.
 To CORNERBROOK, Nfld.—New Northland, Sept. 28, Oct. 12; Nayarit, Sept. 19, Oct. 3, Oct. 17—both Clarke SS. Co.

From Quebec

To ANTWERP AND SOUTHAMPTON.—Montroyal, Canadian Pacific, Oct. 5.
 To SOUTHAMPTON AND HAMBURG.—Empress of Australia, Sept. 21; Empress of Scotland, Sept. 28; Empress of France, Oct. 12; Montroyal, Oct. 5—all Canadian Pacific.

From St. John

To BERMUDA, ST. KITTS, ANTIGUA, MONTSERRAT, DOMINICA, ST. LUCIA, BARBADOS, ST. VINCENT, TRINIDAD AND DEMERARA.—Canadian Pathfinder, Sept. 24; Canadian Volunteer, Oct. 8—both C.G.M.M.; Haraldshaug, Pickford & Black, Sept. 21.

From Halifax

To LIVERPOOL.—Newfoundland, Sept. 21; Nova Scotia, Oct. 8—Furness, Withy.
 To LONDON.—Bay State, Furness, Withy, Sept. 23.
 To MANCHESTER.—Manchester Producer, Sept. 26; Manchester Citizen, Oct. 3—both Furness, Withy.
 To GLASGOW.—Rexmore, Furness, Withy, Oct. 10.
 To ST. JOHN'S, Nfld.—Newfoundland, Sept. 21; Nova Scotia, Oct. 8—both Furness, Withy; Farnorth, Sept. 27; Sambro, Oct. 3—both Farquhar SS.; Silvia, Sept. 27; Nerissa, Sept. 20—both Red Cross Line.
 To EAST COAST NEWFOUNDLAND.—Sambro, Farquhar SS., Oct. 3.
 To WEST COAST NEWFOUNDLAND PORTS.—Skipper, Farquhar SS., Sept. 22.
 To SOUTH COAST NEWFOUNDLAND PORTS AND ST. PIERRE-MIQUELON.—Pro Patria, French Mail Service, Sept. 27; Sambro, Oct. 3; Skipper, Oct. 13—both Farquhar SS.
 To BERMUDA, ST. KITTS, NEVIS, ANTIGUA, MONTSERRAT, DOMINICA, ST. LUCIA, BARBADOS, ST. VINCENT, GRENADA, TRINIDAD AND DEMERARA.—Canadian Carrier, Sept. 23; Canadian Pathfinder, Oct. 7—both C.G.M.M.; Haraldshaug, Pickford & Black, Sept. 29.
 To SANTIAGO (CUBA) AND KINGSTON (JAMAICA).—Andalusia, Sept. 21; Caledonia, Oct. 5—both Pickford & Black.

From Vancouver

To YOKOHAMA, KOBE, NAGASAKI, SHANGHAI, HONG KONG AND MANILA.—Empress of Russia, Sept. 22; Empress of Asia, Oct. 13—both Canadian Pacific.
 To YOKOHAMA, KOBE AND DAIREN.—Paris Maru, Oct. 6; Africa Maru, Oct. 18; London Maru, Oct. 20—all Osaka Shosen Kaisha.
 To YOKOHAMA, KOBE, MIKE AND HONG KONG.—Protesilaus, Sept. 27; Talthybius, Oct. 18—both Blue Funnel.
 To HONOLULU, SUVA, AUCKLAND AND SYDNEY.—Aorangi, Sept. 21; Niagara, Oct. 19—both Canadian-Australasian Service.
 To MARSEILLES, BARCELONA, GENOA, LEGHORN, NAPLES, VENICE AND TRIESTE.—Feltre, Navigazione Libera Triestina, Oct. 10.
 To HAVRE, ANTWERP AND BORDEAUX.—Zenon, Cie. Gle. Transatlantique, Sept. 23.
 To LIVERPOOL, SOUTHAMPTON, LONDON AND ROTTERDAM.—Drecht dyk, Sept. 23; Loch Mpnar, Oct. 7—both North Pacific Coast Line.
 To GLASGOW, HAMBURG, ROTTERDAM AND ANTWERP.—Moerdyk, North Pacific Coast Line, Oct. 9.
 To LONDON, LIVERPOOL, AVONMOUTH, BELFAST AND DUBLIN.—Steel Scientist, Isthmian SS. Line, Sept. 24.
 To BRISBANE, SYDNEY, NEWCASTLE, MELBOURNE AND ADELAIDE.—Roxen, Australian Service, Oct. 25.
 To LIVERPOOL, LONDON AND HULL.—City of Evansville, Ellerman & Bucknall SS., Oct. 21.

COMMERCIAL INTELLIGENCE SERVICE

CANADIAN TRADE COMMISSIONERS

Argentine Republic

E. L. McColl, Reconquista No. 46, Buenos Aires. *Cable Address, Canadian.*

Australia

D. H. Ross. Address for letters—Box 196C. G.P.O., Melbourne. Office—Safe Deposit Building, Melbourne. *Cable Address, Canadian.*

Commercial Agent: B. Millin, The Royal Exchange Building, Sydney, N.S.W.

Belgium

Yves Lamontagne, 98 Boulevard Adolphe Max, Brussels. *Cable Address, Canadian.*

Brazil

A. S. Bleakney. Address for letters—Caixa Postal 2164 Rio de Janeiro; office, Avenida Rio Branco, 9. *Cable Address, Canadian.*

British West Indies

R. T. Young, Acting Trade Commissioner. Address for letters—P.O. Box 125, Port of Spain, Trinidad. Office, Colonial Bank Building. (Territory includes Barbados, Windward and Leeward Islands, British Guiana Porto Rico and Venezuela.) *Cable Address, Canadian.*

P. W. Cook. Address for letters—P.O. Box 225, Kingston, Jamaica. Office—Jamaica Mutual Life Insurance Building. (Territory covers Jamaica, Cuba, Hayti, San Domingo, Central American States, Colombia, Bermuda and the Bahamas.) *Cable Address, Cantracom.*

China

L. M. Cosgrave. Address for letters—P.O. Box 300. Office—North China Daily News Building, 17 The Bund, Shanghai. *Cable Address, Cancoma.*

France

Hercule Barré, 17 and 19 Boulevard des Capucines, Paris. *Cable Address, Cancomac.*

Germany

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Holland

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India and Ceylon

H. R. Poussette, P.O. Box 2003, office, Sassoon House, 4 Lyons Range, Calcutta. *Cable Address, Canadian.*

NOTE.—Bentley's Complete Phrase Code is used by Canadian Trade Commissioners.

Irish Free State

F. W. Fraser, 66 Upper O'Connell street, Dublin. *Cable Address, Canadian.*

Italy

Jean J. Guay, Via Manzoni Nr. 5—Milan (2). *Cable Address, Canadian.*

Japan

J. A. Langley. Address for letters, P.O. Box 230. Office, Room No. 2, Meikai Building, Kobe. *Cable Address, Canadian.*

Mexico

C. Noel Wilde. Address for letters, Apartado Num. 126-bis, Mexico City. Office, Edificio Banco de Londres y Mexico, Num. 30. *Cable Address, Cancoma.*

Netherlands East Indies

R. S. O'Meara, P.O. Box 84, Batavia, Java. (Territory includes Straits Settlements, Federated Malay States, Indo-China, and Siam.) *Cable Address, Canadian.*

New Zealand

C. M. Croft. Address for letters, P.O. Box 33, Auckland. Office, Union Buildings, Customs street, Auckland. *Cable Address, Canadian.*

South Africa

G. R. Stevens, P.O. Box 683. Office, Westminster House, Adderly street, Cape Town. *Cable Address, Cantracom.*

United Kingdom

Harrison Watson, Canadian Building, Trafalgar Square, London, S.W. 1, England. (Territory covers Home Counties, South-Eastern Counties and East Anglia.) *Cable Address, Sleighing, London.*

J. Forsyth Smith, Fruit Trade Commissioner, Century Bldgs., 31 North John Street, Liverpool. *Cable Address, Canfrucom.*

Harry A. Scott, Trade Commissioner, Century Bldgs., 31 North John Street, Liverpool. (Territory covers North of England, Lincolnshire, North Midlands and North Wales.) *Cable Address, Cantracom.*

Douglas S. Cole, Sun Building, Clare street, Bristol. (Territory covers West of England, South Wales and South Midlands.) *Cable Address, Canadian.*

Gordon B. Johnson, 87 Union street, Glasgow, Scotland. (Territory covers Scotland and Northern Ireland.) *Cable Address, Cantracom.*

United States

Frederic Hudd, 44 Whitehall street, New York City. *Cable Address, Cantracom.*

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NEW PUBLICATION

The series of reports which have recently been appearing in the *Commercial Intelligence Journal* from the pen of Mr. L. D. Wilgress, Canadian Trade Commissioner in Hamburg, on "Czechoslovakia as a Market for Canadian Products", is about to be reprinted as a pamphlet under that title. It should be noted that this pamphlet will be sent free to subscribers to the *Commercial Intelligence Journal*, but only on special application being made. As the number of copies to be printed will be strictly limited, early application should be made to the Department of Trade and Commerce, Ottawa. The price to other than subscribers to the *Commercial Intelligence Journal* is 25 cents. The pamphlet will extend to about 56 pages, and will be indexed.

TRADE COMMISSIONERS ON TOUR

Three Trade Commissioners are at present undertaking tours of the Dominion in the interests of Canadian trade. These are Mr. Harrison Watson (London); Mr. G. B. Johnson (Scotland and Northern Ireland); and Mr. C. M. Croft (New Zealand). The following are the dates of their itineraries:—

Mr. Harrison Watson

Montreal..September 22 to October 4
Vancouver and Victoria.. . . .October 10 to October 20

Mr. G. B. Johnson

Montreal..September 17 to September 30
Vancouver and Victoria.. . . .October 5 to October 18

Mr. C. M. Croft

Windsor, Walkerville, and Ford..	September 24 to September 27
London..	September 29
Hamilton..	September 30 to October 2
St. Catharines..	October 3
Oshawa..	October 5

Canadian firms who desire to be brought in touch with the Trade Commissioners or to interview them are requested to communicate, in the case of Toronto, Montreal, Vancouver, and Victoria, with the secretary of the Canadian Manufacturers' Association, and in that of the other cities included in the above itineraries with the secretary of the Board of Trade or the Chamber of Commerce.

CANADIAN WOODS SUITABLE FOR TOOL HANDLES

ASSISTANT TRADE COMMISSIONER J. C. MACGILLIVRAY

London, September 9, 1927.—The United Kingdom is an importer of large quantities of handles and woods suitable for manufacturing the handles for picks and shovels and similar tools. In the coal-mining regions of the country the demand is particularly heavy. Up to date this has been met almost entirely by importations of hickory from the United States.

With declining supplies and rising prices of hickory, however, together with the movement to stimulate trade within the Empire, efforts have been made to secure Canadian woods which would be a satisfactory substitute for this American hickory. With this in view a sample selection of various Canadian hardwoods was submitted to a British firm of hand tool manufacturers and handle importers in order to have tests made to determine their suitability for pick and shovel handles. The samples shipped represented the following woods: hard maple, yellow birch, white ash, rock elm, red elm and white oak.

As far as the shovel handles are concerned the tests have now been completed, and it has been found that white ash is the only wood which could be used. With the exception of white elm and white oak, all the others broke in the bending. The white elm has proved to be too light, while the white oak turns dark coloured when boiled in water, which makes it unsuitable.

Regarding the handles tested for picks, white oak, rock elm, and hard maple all have possibilities, but these cannot be determined until further experiments are made.

CERTAIN INDENT TRADE POSSIBILITIES WITH WEST AFRICA

TRADE COMMISSIONER DOUGLAS S. COLE

Bristol, August 30, 1927.—An English commission agent highly recommended and with twenty years' experience in West African trade desires to communicate with Canadian manufacturers and producers with a view to representation for West African Coast trade. His next trip this autumn will be from Sierra Leone to the Cameroons, including in particular an extensive canvass of the principal towns of the Gold Coast up to Kumassi and of Nigeria as far north as Kano.

His notes on possibilities are of such an interesting nature that they are well worth quoting, and will as well give Canadian firms some idea as to the general class of goods required. These notes should be read in conjunction with and are in part comments upon Mr. W. J. Egan's report, *West Africa and its Opportunities for Canadian Trade*, published by the Department of Trade and

Commerce, Ottawa, in 1921, and which is still available on application for interested Canadian firms. Recent reports on such indent trade possibilities by Mr. Harry A. Scott, Trade Commissioner at Liverpool, have been published in the *Commercial Intelligence Journal*.

WEST COAST TRADE OF NATIVE CHARACTER

West African trade—the trade of the Senegal, the Gambia, Sierra Leone, Liberia, the Gold Coast, the Ivory Coast, Togoland, Dahomey, and Nigeria—is entirely different from that of South Africa and the two have no economic connections or inter-relations. The West Coast has a small European population with a comparatively high per capita expenditure and an African population of some 32 millions with a relatively low per capita expenditure.

The needs of primitive people in undeveloped tropical lands are necessarily for staple goods, but of all kinds. High-class manufactured goods suitable for the requirements of modern cities are, however, not in demand: rather what would be required, *in general*, in lumber camps and in, say, Canadian Indian reservations. Foodstuffs, suitably packed and low priced, are of course of great interest. Flour in barrels is a good possibility, but the United States have this trade well in hand, and up to now no Canadian firms seem to have been able to compete effectively. Almost all stores in West Africa are general stores and therefore buy and handle everything—dry goods, provisions, hardware, etc.

COMMODITIES IN DEMAND

Flour.—Flour in barrels containing 196 pounds with ten hoops—hoops painted blue; waterproof paper lined. Also in hermetically sealed tins of 7, 14, and 28 pounds contents.

Fish—Canned and Dried.—Mr. W. J. Egan's report reads: "Almost all kinds of canned fish can find a market in West Africa, but for quantity export the packers and shippers must keep the natives in view. Salmon is undoubtedly the favourite. Best selling sizes are the half-pound and one-pound tall tins. On all canned fish except sardines the label goes a long way in making a popular seller with the natives. The labels should be clear and bright and should picture the fish, which should stand out distinctly on the label. There is a big sale of the better-quality salmon to the natives in trade and in the professions, in the larger centres. Europeans purchase good quantities of the better class of salmon, also of canned herring and pilchard. Herring in 1-pound tall tins is a good seller in some districts. Salmon labels should always be red in colour, illustrating the fish, and the herrings should have yellow labels, also picturing the fish."

There would seem to be no doubt about Canadian sardines finding a market in West Africa. As regards this and other fish, it is a matter of submitting samples and prices. The native has a prejudice against cottonseed oil; to ensure big results some other oil must be used in canning—olive, or an oil similar in taste.

Regarding salmon, the bulk of the native trade is for chums and pinks.

Olive oil is apparently preferable for sardines. The English agent referred to saw a certain pack of sardines on the Coast and was told that they were unsaleable because the oil used was cottonseed oil, and owing to certain difficulties in opening the tin.

Dried fish—known as stock fish—comes mainly from Norway, in bales. This is principally cod and haddock, wind-dried. The opinion is expressed that the Maritime Provinces ought to be able to compete with Norway in this commodity.

Breakfast Foods.—Breakfast foods should be sent in absolutely airtight tins—one-pound or two-pound contents—36 tins per case.

Cheese.—"There is a good demand for cheese in round red airtight tins, like the 'Edam' cheese from Holland, which sells in great quantity. Would like particularly to hear from a Canadian firm who would attempt this business."

Chocolates, Confectionery, Boiled Sweets.—Mr. Egan reports: "In chocolates and boiled sweets of all kinds there is a big import, nearly all British; and there is some import of Belgian and French chocolates. Chocolates cannot be shipped successfully to West Africa in any other way than in airtight tins, and each chocolate wrapped in paper, silver or gold. The weights sold are $\frac{1}{4}$, $\frac{1}{2}$, 1, and 2 pounds. The $\frac{1}{2}$ -pound and 1-pound are the best sellers. If Canadian manufacturers familiar with the export conditions will arrange to pack in airtight cans or tins, there is no doubt about their ability to secure a big share, if not most of the West African trade, because their export chocolates are in quality and finish unquestionably far ahead of any British or other lines sold on the West African Coast. On behalf of most of the brands on the West African market special claims are made as to their keeping qualities in the tropics. The Canadian chocolates which find their way to the Union of South Africa, and which pass through tropical conditions, while not always of the best quality made in Canada, are very much superior to the chocolates made and shipped by other countries under the special claim that they will keep well in the tropics. Cream bars in ordinary packing would not suit West African conditions.

"There is an import of plain cocoa and chocolate bars. These are packed in heavy silver paper, oilproof paper, cardboard, and strong outside wrapper. There is considerably more wrapping than in the case of cocoa or chocolate.

"There is a big trade to be done in boiled sweets. The natives buy large quantities of the cheaper lines. The manufacture must be of such a character that the boiled sweet will have a consistency that will not turn to sugar. The sweets for the natives are imported in two styles of packing: tin boxes of 4 and 7 pounds and large glass jars with 4 pounds of sweets. All jars should have a special oilproof paper sealed over the glass stopper. Peppermint is a favourite flavour. Acid drops of all kinds are sold. Boiled sweets of fairly large size in imitation of fruit, such as a ripe red apple, peaches or other fruits, should be branded with such names as, say, 'Ashanti Plum'. The arrangement for names could be made with the importing firm. There is a good sale to the European trade for the better grades of boiled sweets in small glass jars or tins; some are also imported in bottles with large neck; all must be airtight. These must be nice fruit flavours. Quite a few are of rice sugar."

The agent referred to endorses every word of the report, especially as regards chocolates. He is anxious to receive prices, particulars and samples from any Canadian manufacturer who can cater to this trade.

Fruits Preserved.—Every kind of fruit which Canadian packers have for export would possibly find a sale in West Africa. It has been suggested by some of the leading agents that if Canadian packers are in a position to ship regularly and consistently so that supplies may be depended upon every year, and not when Canada is overstocked only, it would be a good plan to send labels and particulars. Owing to difficulties of transportation many samples cannot be handled.

The English agent inquires if any Canadian packers have tackled this business. He states it is a big trade and capable of development. There is a large demand also amongst the white community for mixed fruit salads, containing besides the "everlasting" peaches, pears, pineapple, and apricots, such others as plums, greengages, cherries, damsons, etc.—variety, in other words.

Salt.—There is some import of table salt in tins, but the large consignments are of coarse salt. Salt in some districts of West Africa is a medium of exchange. The packing varies. Some districts insist on a plain white cotton bag, others on a twill bag, others on a striped hessian, and others on plain. The weight per bag varies considerably: 20, 34, 40, 42, 44, 50, 56, and 90 pounds.

The agent states that it should be noted that "trade" salt is not the rock salt, but evaporated salt, double stoved. There is some rock salt imported from Germany. "Light Logos salt" comes from a well-known English combine.

Sugar.—Under normal conditions there is a good import of sugar into West Africa. In many districts the big sale is of lump sugar, but there is a demand for soft in browns and whites.

The packing for barrel sugar is best at 112 pounds, and good paper lining is essential. Cubes (white) were accepted during the war in barrels; now they are wanted in cases or cartons. A favourite packing for lump sugar for inland points is in tins of 4, 5, 6, and 7 pounds. Another favourite packing in both the cube and flat tablet is in 1-pound cartons, blue wrapping white printing, and white wrappers with blue printing. These are packed 112 cartons to the case, tin-lined; also the same packing in extra strong case, not tin-lined, but all cases wired and clipped. Yet another packing which was used extensively pre-war was 10- or 12-pound cartons in a box, four boxes strapped in flat iron or heavy wire strapping.

It is stated that one American brand is most in demand, in cases of 112 pounds, contents loose, and in barrels of 270 pounds, contents loose, as well as in the packings described above.

Golden Syrup.—The agent states that golden syrup is of much interest. It is a large import and is much in evidence both inland and on the coast. Some dealers express the opinion that only the syrup from the cane will keep to advantage.

Vegetables.—Tinned or preserved vegetables find a big market in West Africa. A very limited number of dealers were at one time supplied with a brand of Canadian vegetables, which turned out satisfactorily, both in quality and packing. Particular attention should be paid to labels. Except cabbage and cauliflower, all vegetables properly tinned will find a market, but more particularly green peas, beans, carrots, onions, beets, parsnips, etc. The packing should be 100 tins to the case of either $\frac{1}{2}$ - or 1-pound tins. There is some sale for the 2-pound tin, but it is not large. The English agent concerned would much like to have a good house to represent for vegetables.

Hardware.—The agent states that he knows Canadian production of hardware well, but does not think it can compete in price with the German and English makes of cheap goods. He states that granite enamelware, for instance, will not sell at any price. The African prefers blue/white, white white, etc. In lanterns what is wanted is something of the Deitz "Victor" style at about 14s. 6d. (\$3.52 exchange at par) per case of one dozen, each in paper envelope, f.o.b. ocean steamer. German goods can be sold at the above price.

It might be possible to run the complete range for one Canadian house, but it would be impossible to represent a Canadian manufacturer for each item or few lines. The agent feels, however, that Canada is out of it in this trade except in hickory- or ash-handled felling axes, Yankee wedge type, 4-pound to 7-pound heads, and such like. He states that two Canadian firms competed successfully against American firms for this trade in pre-war days, and perhaps they still can. There is also a demand for adzes 3½-inch and 5-inch cut. These tools are for the felling and "shaping" of mahogany.

There would probably be a good demand for a really well-thought-out motorist's tool kit and repair outfit, not a "fancy" line, but for practical use.

Galvanized Corrugated Sheets.—The gauges specially desired in this trade are 30 and 32, in which there is a large business to be done.

Cement.—The Associated Portland Companies of England have the bulk of this trade, but there is also some business with Belgium and Germany. Cement is packed in the usual barrels—artificial Portland—and must be up

to British standard specification and severe tests for tensile strain. A quick-drying cement from England is having good demand. Reference to Mr. Egan's report is made in this connection.

Vehicles.—The following is a specification for motor lorries from a big African dealer to the agent: complete with body, $1\frac{1}{2}$ tons; to take load of 1 ton; maximum gross allowed on roads, $2\frac{1}{2}$ tons; 4-cylinder; speed, 25 miles per hour; tires, 34 by 5; express body; trailers to carry $\frac{1}{2}$ ton and to weigh loaded not more than 15 to 16 cwt. This dealer who gave the specification could sell ten to twenty per month in the season, from September to March. They should cost c.i.f. Gold Coast ports—there is direct shipping of Elder Dempster Company Limited—not more than £280 (\$1,362.66 exchange at par) each—that is for the lorry complete, the trailers to be charged extra. There is no duty on motor lorries imported into the Gold Coast. The agent states he could possibly dispose of, say, 200 to 300 such lorries in the season, and asks if some Canadian manufacturers can be interested in this matter.

The use of motor cars is increasing rapidly in West Africa, and lorries are used extensively in road transport work. Road rules, as stated above, prevent lorries when loaded from running over the country roads if the total weight is above $2\frac{1}{2}$ tons.

It is appreciated that nearly all Canadian manufacturers selling on the West Coast have contracts with the different trading organizations who sell particular makes in their respective territory.

Windmills.—The value of windmills in West Africa has been demonstrated throughout the country, but their import is confined principally to the agricultural and public works departments of the several governments. The English agent states that he would gladly see the respective directors of public works in the different colonies on behalf of a Canadian manufacturer with the right product and properly documented.

Machinery.—In this connection a general house offering mining and railway tools and small equipment might find something to interest them.

Refrigerators.—The agent writes: "Ice is an absolute necessity in West Africa and the lack of it in out-of-the-way stations is a great privation. Where ice can be got, ice chests for keeping the food are required, and in the other places ice-making machines are the things primarily required. They should be simple and if possible capable of being worked by hand, to turn out at a time sufficient ice for two or three persons. Offered at a reasonable price, there would be a big demand for an article actually capable of doing the job and of keeping on doing it. No fancy gadgets or patent chemical methods are of the slightest interest. Salt and common washing soda can, however, be had in most places."

Boots and Shoes.—Mr. Egan reported that plimsolls or gymnasium shoes as known in Canada are big sellers, and in this regard attention was called to the fact that the ordinary rubber soles are useless for the climate. Crepe rubber soles and such lines in tennis shoes are offered by English makers at from 3s. (73 cents exchange at par) per pair f.o.b. Liverpool. The trade has already been investigated by certain Canadian manufacturers and not found attractive.

Yarns.—There is a big import of sewing threads, and also of cotton yarns and twists, for native weaving, sold in reds, yellows, green, black, and white. They are usually in $\frac{1}{4}$ -pound hanks, size No. 16. This is not a carpet yarn; it is a very much finer grade for cloth weaving.

Lamps.—There is a sale for lamps, acetylene or pressure vapour gas—for kerosene or gasolene—which are supplied from American and German sources at the present time.

Tinned Milk.—There is a large demand in West Africa for condensed milk; sales are greater than for evaporated milk. The major part of this trade is in

the hands of one company. The English agent who makes these inquiries is very anxious to receive particulars from Canadian firms who can handle this trade. He thinks the best demand is for small-size tins which can be opened and the empty tin thrown away.

Other Possibilities.—Other commodities suggested for which there may possibly be a trade are tinned bacon and meats of all kinds, timber, soap, starch and blue, building material, furniture, gramophones, and blankets.

ENGLISH MERCHANT HOUSES IN PROMINENT POSITION

Many English merchant houses have their own branches throughout the various countries of West Africa. The great bulk of the trade is under the control of these houses, who have chain stores established in every considerable centre. These form a connecting link by means of which the producer may effectively and without much financial risk reach the eventual consumer.

The terms of payment of these merchant houses are usually cash against documents in England, or thirty days' sight d/a in England. The agent on whose behalf inquiry is being made on his return to England after each trip occupies his time by calling upon these West African merchants, canvassing business for his principals, and in the case of Canadian manufacturers could cover their products as well. For this reason he wishes any agencies to be fixed if found suitable for a minimum period of two years, and to continue them subject to termination thereafter at three months' notice from either side.

Canadian houses interested in the above inquiries should state whether—and if so to what extent—they are conversant with the market. They should send full particulars and prices of their goods f.o.b. Elder Dempster steamers, Montreal, or elsewhere—but *f.o.b. ship or c.i.f. West African ports* and not "at works or f.o.b. cars". Alternative quotations c.i.f. Liverpool or London should also be sent, as some of the English companies controlling this West African trade charter or own their own boats, and it might be cheaper for them to ship to England, in transit, using their own boats for the latter part of the journey. Canadian firms should also indicate clearly their offers as to agency. The agent is not open to buy on his own account, and offers on this basis are therefore not invited. He is already representing a few strong Continental and English firms in lines which are not competitive with Canada. Therefore Canadian manufacturers and producers may freely obtain his services in preliminary investigation.

Canadian firms interested should communicate with the Department of Trade and Commerce, Ottawa.

WEST OF ENGLAND MACARONI TRADE

TRADE COMMISSIONER DOUGLAS S. COLE

Bristol, September 5, 1927.—Conditions governing the sale of macaroni in the west of England have altered considerably in recent years. One change is in the sale of the Italian product, which is definitely declining in this area; the consumption of Canadian macaroni is on the increase. Imports of Italian macaroni into the Port of Bristol totalled 8 tons (or about 1,000 boxes) in 1926 against 20 tons in 1927.

On the other hand, supplies of French macaroni are very heavy and for the three months ending July 31, 1926, totalled 46 tons; the figure for the twelve months ending March 31, 1927, was 168 tons. The French are shipping in 28-pound boxes, either loose or in 1-pound or ½-pound packages.

CANADIAN PRODUCT INCREASING

One explanation for the increase in shipments of Canadian macaroni to the Port of Bristol, which totalled 14 tons or 1,500 boxes for the three

months ending July 31, is that one Canadian firm was the first to put up the "shell" shape. This shape is otherwise known as Lumaghe. One distributor in the west of England has copied the Canadian shape, obtaining his supplies from Italy. The sale of the Canadian product was threatened for a time owing to lower prices, but finally, after meeting the Italian price and owing to superior quality, Italian supplies have dwindled.

The advantages which Canadian macaroni enjoys in the west of England are:—

- (1) Excellence of the raw material, Canadian wheat.
- (2) The Canadian product is prepared in modern and up-to-date factories. This is a selling factor.
- (3) It is an Empire product, a factor which is stressed.

For the reasons given above, Canadian supplies should increase on the local market. One factor should be emphasized: colour and size must be rigidly standardized.

A certain amount of judicious advertising of Canadian macaroni would prove of benefit; but the cost of such advertising will not be undertaken by the English distributor or retailer.

IMPORTS INTO BRISTOL OF MACARONI, 1923-27

Year ending April 30	Canada	United States	France	Italy	Total
	Tons	Tons	Tons	Tons	Tons
1923	16	42	63	1	122
1924 . . . . .	..	51	107	28	186
1925	2	74	160	..	236
1926	29	32	137	20	218
1927	49	18	168	8	243
Three months to July 31	14	5	46	..	65

The two factors which will moderately increase Canadian sales are competitive prices and adequate advertising. Shapes which are selling most in this area are first of all the zita and mezzani, spaghetti and vermicelli. These are of course steady sellers, whilst the lumaghe or "shell" shape has taken on exceedingly well. It is very popular with children, and enjoys the same popularity as the alphabet and numeral shapes. Other types receiving fairly steady sales are the Tubettii, Rigatoni, and Zita Tagliata.

NORTH OF ENGLAND COMMODITY MARKETS

TRADE COMMISSIONER HARRY A. SCOTT

TIMBER

LIVERPOOL, September 8, 1927.—On the whole, August was a quiet month in the timber trade of this district. In addition to being a holiday period throughout the country, forward sales are usually limited at this time of the year, as buyers are generally well engaged in looking after deliveries of goods placed on contract earlier in the season and current business consists mainly in filling up gaps in existing stocks. There were extensive arrivals during this month of Canadian spruce from the Campbellton district, which were sold last April, and consignment parcels met with a dull demand. There have been no recent sales of cargo lots reported. Stocks have been moving fairly well into consumption and the general market outlook is considered favourable. Recent quotations on Nova Scotian spruce deals in parcel lots have been around £14 per standard c.i.f. Liverpool, with scantling sizes the usual £1 less. New Brunswick deals have been valued at from 10s. to 15s. dearer in parcel lots. Large quantities of Dantzic whitewood continue to arrive and meet a steady consumption, particularly in the Manchester market where imports of Canadian spruce this year

have been quite limited. Dantzig unsorted whitewood in 15 and 16 feet average lengths have been offering lately at from £14 to £14 5s. per standard c.i.f. Mill run have been £1 less and thirds and fourths about £2 cheaper. The Manchester market uses extensive quantities of mill run and thirds and fourths. Birch logs remain scarce and are in demand. Although liberal quantities of birch planks have been imported during the month, consumption has been heavy and demand is active at firm prices. It is reported that stocks of 2-inch and 3-inch planks are rather excessive and that current demand is more for 1, 1½ and 1¾-inch. Recent market quotations on Nova Scotian planks have been from £15 15s. to £16 10s. with Quebec varieties from £24 to £24 10s. The arrivals of Douglas fir were again heavy during August. This wood is rapidly gaining in favour largely on account of its many useful properties in constructional work, and it is competing to an increasing extent with American pitch pine. During the latter part of August quotations on No. 2 clear and better were from £22 15s. up to £23 10s. per standard c.i.f., with merchantable grades in the neighbourhood of £16 10s. For the month ending August 31, 1927, unofficial statistics of certain imports, consumption and stock are given in comparison with the corresponding period of 1925 and 1926 as follows:—

Liverpool

	Import		Consumption		Stock	
	1926	1927	1926	1927	1926	1927
Douglas fircu. ft.	45,000	457,000	30,000	209,000	214,000	610,000
Birch logscu. ft.	4,000	1,000	9,000	....	13,000	3,000
Birch plankscu. ft.	75,000	105,000	38,000	84,000	178,000	246,000
Quebec yellow pine dealsstds.	940	990	480	540	5,160	4,550
N.B. and N.S. spruce and pine . . .stds.	1,660	4,580	1,170	4,320	5,510	8,630

Manchester

Douglas fircu. ft.	6,000	50,000	20,000	27,000	60,000	57,000
Birch logscu. ft.	....	....	1,000	1,000	10,000	2,000
Birch plankscu. ft.	1,000	24,000	9,000	8,000	86,000	47,000
Spruce dealsstds.	710	2,150	720	880	2,030	3,390

GRAIN AND FLOUR

Wheat trading in the Liverpool market in August was, if anything, rather more active than during either June or July, demand being stimulated by unfavourable weather for harvesting over Northern Europe, including the United Kingdom. Importing countries did not have their native wheats available for milling as early as was anticipated and consequently the gap had to be filled by purchases of imported wheat. A good percentage of this demand was filled by afloat cargoes and parcels of Australian, Indian and Argentine wheat, but in addition there was a good call for American winters and also some demand for Manitobas, although the latter variety has been so dear in comparison with other wheats that millers have been purchasing as sparingly as possible from this source. Prices fluctuated to some extent during the month, reaching their highest point about the middle, after which values declined and were generally from 3d. to 6d. per quarter lower at Liverpool and Manchester at the end of August than at the close of the previous month. Spot stocks are considered large for the time of the year, and it is understood that, in addition to the quantities in public warehouse, millers are carrying relatively heavy supplies in their own stores. This fact, along with the present prospects of a good crop in Canada and free offers from the United States, is making consumers hold off the market, and unless there is some change in the situation, the outlook is for slower trade.

On the whole there was a moderate amount of business during August in the flour trade, but unfortunately Canadian spring wheat flour was generally

non-competitive in price with home millers. At the beginning of the month Canadian export patents were quoted approximately at 43s. per 280 pounds c.i.f. Liverpool, as compared with an official quotation of 42s. 6d. ex mill for English straight run grades. At the end of August, Canadian millers were asking from 41s. 6d. to 42s., but were still above the market. During the month, home millers secured a fair amount of business for deliveries up to the end of the year, on the basis of about 40s. ex mill. A limited trade was put through in Ontario winter wheat flour at around 38s. c.i.f. There was also a moderate business in new crop Kansas hard winter flour at from 39s. 6d. to 40s. c.i.f. Australian flour sold during August at from 38s. to 39s. c.i.f. The preliminary figures showing the imports of grain and flour to this area during the month of August, 1927, are as follows:—

	Wheat Quarters	Flour Sacks	Maize Quarters	Barley Quarters	Oats Quarters
Liverpool.	551,482	41,971	161,302	16,462	22,162
Hull	516,190	4,652	88,888	110,589	33,299
Manchester	219,345	7,858	8,580	4,810	6,559
Newcastle	101,029	3,906	2,424	52	8,091

BUTTER

The general consumptive demand for butter was very good during August, notwithstanding a slight advance in retail prices, and as there were no burdensome stocks in cold storage, the market maintained a feeling of confidence. There were no direct arrivals of New Zealand butter to Liverpool during the month, and the small stocks in storage have been selling steadily at from 176s. to 178s. on spot. Danish butter went into regular consumption throughout the month, and at the close prices were from 180s. to 184s. on spot, which represents an advance of around 18s. over the end of July. There was a firm demand for the diminishing seasonal supply of Irish butter, which at the end of August was selling at from 168s. to 170s. on spot. There were no arrivals of Canadian butter, and in view of the market situation in Canada it is not considered likely that any will be imported to Liverpool this season.

CHEESE

Although the demand for cheese was rather quiet in the early part of August, as traders gradually began to appreciate more fully the serious shortage of Canadian production a marked improvement in prices took place, and during the last ten days of the month a relatively active c.i.f. business was transacted. Recent sales were reported at anywhere from 92s. up to 95s. per cwt. c.i.f., and business at the end of the month was again somewhat restricted at 97s. The weekly allotments of New Zealand cheese to this market were absorbed as soon as released, at a discount of about 2s. below Canadian. Production of Cheshire cheese is now diminishing, and at recent fairs finest grades were making up to 10d. per pound, with seconds from 9d. to 9½d. Imports of ordinary Canadian cheese to Liverpool during August, 1927, amounted to 22,819 boxes, some 3,481 bundles and 1,270 cases and cartons of processed cheese also arrived during the month. From April 1, 1927, to August 31, 1927, Liverpool imports of cheese from Canada amounted to 52,525 boxes of ordinary and 16,863 bundles and 4,063 cases and cartons of processed cheese. During the corresponding period of the year previous 98,326 boxes of ordinary and 34,570 bundles and 1,665 cases and cartons of processed cheese arrived at this port.

BACON

The demand for bacon was good in August. The market situation improved during the month largely on account of much smaller shipments from the Continent and reduced supplies from Canada and the United States,

and prices show an all-round substantial advance on the month's trading. Recent average on spot quotations have been as follows:—Canadian Wiltshires, 108s.; Danish, 108s.; Swedish, 106s.; and Dutch, 104s. Canadian bacon imports to Liverpool during August amounted to 2,066 cases and 2,300 bales. Total Canadian imports to Liverpool from April 1 to August 31, 1927, amounted to 13,178 cases and 15,442 bales, as compared with 15,795 cases and 17,546 bales during the corresponding period of the previous year. The following are unofficial estimates of the stocks of provisions in the port of Liverpool on August 31, 1927, as compared with July 30, 1927, and August 31, 1926:—

	Aug. 31, 1927	July 30, 1927	Aug. 31, 1926
Bacon (United States and Canadian)cwt.	27,437	36,059	4,524*
Hams (United States and Canadian)cwt.	5,021	23,282	1,726*
Shoulders (United States and Canadian)cwt.	1,463	1,095	775*
Butter (all countries)cwt.	4,941	5,730	10,244
Cheese (full shapes) Canadian and United Statesboxes	15,627	12,495	31,759
Cheese (full shapes), Australian and New Zealandcrates	229	664	544
Cheese (full shapes) 50 lbs. and underboxes	16	...	136
Cheese (manufactured)lbs.	8,480	5,915	22,905
Lard (prime steam western)tierces	716	679	1,750
Lard (imported pure refined lard in tierces, firkins, or other packages)tons	3,191	3,229	4,060

* Boxes.

EGGS

The egg market experienced the usual advance during the latter part of August, as supplies of fresh eggs began to decrease and Irish selected grades were being quoted at the end of the month at around 16s. 9d. per 120, showing an advance of about 3s. over last month. Continental eggs arrived in good quantity in the latter half of August, mainly from Galicia, and were readily sold at from 11s. to 12s. for the larger grades weighing about 13½ pounds per 120. A few Danish eggs have been imported, but owing to the popularity of Irish on this market these Danish eggs have not been very much in demand. A few of the smaller varieties of cold stored eggs are now coming on the market to compete with the imported Galician eggs, but the larger cold stored selections are hardly in evidence yet. The general outlook for cold stored eggs is considered satisfactory as it is believed that the holdings are less than last year.

HAY

Arrivals of Canadian hay at Liverpool during August are estimated at 26,630 bales in comparison with 14,450 bales in July and 9,000 bales in June. The exceptionally heavy arrivals kept values from seriously stiffening. During the last few days of the month average c.i.f. prices for Canadian No. 2 clover mixture were in the neighbourhood of 85s. to 87s. 6d. per ton. The opinion of hay dealers interviewed in this district from time to time during the last few weeks regarding the English crop and general market outlook has shown wide variation. It is generally agreed, however, that in so far as the north of England is concerned, the failure of the crop has resulted in there being a large amount of badly damaged hay which farmers must try and dispose of, and it is feared that this will have the effect of keeping prices down. On the other hand, if this market is not overloaded with imports, it is considered that Canadian hay of good quality should continue to meet with a ready demand. Meanwhile, it is reported that threshed Scotch rye grass has been offering at Liverpool at around 85s. per ton, and Irish hay has been freely offering at from 85s. to 90s. Under all the circumstances, in the opinion of one important dealer, it is essential that only good quality Canadian hay be shipped to this market.

BOOT AND SHOE TRADE IN THE IRISH FREE STATE

TRADE COMMISSIONER F. W. FRASER

Dublin, September 5, 1927.—There are nine factories in the Irish Free State engaged in the manufacture of boots and shoes of leather, the combined capacity of which is estimated at about 50,000 dozen pairs per annum. In 1926 imports of leather boots and shoes amounted to 350,957 dozen pairs, from which it may be assumed that the average consumption per annum is in the neighbourhood of 400,000 dozen pairs. Great Britain supplies the bulk of the imports, but appreciable quantities are furnished by Northern Ireland, Belgium, and the United States.

LEATHER

Although the Irish Free State is a cattle-raising country, exporting large numbers of cattle to Great Britain, the desire of the British consumer for home-killed beef has up to the present militated against the shipment from Ireland of beef to the British market. This condition has led to the rather anomalous situation of a cattle-raising country importing large quantities of dressed and undressed leather, and the bulk of the leather used in the boot and shoe factories in the Free State is tanned in Great Britain. In 1926 hides for sole leather were imported to the value of £252,856, of which £225,562 came from Great Britain and the balance from Northern Ireland. Dressed leather was imported during the same year to the extent of £139,423 from Great Britain and Northern Ireland, of which upper leather accounted for £93,928. In addition to the above, shaped uppers, soles and heels were brought in to the value of £14,659.

BOOT AND SHOE IMPORTS

Imports of leather boots and shoes into the Irish Free State during the last three years were as follows:—

	Dozen Pairs	Value
1924	337,009	£1,907,652
1925	378,448	1,810,868
1926	350,957	1,712,140

During the first six months of 1927, imports amounted to 202,295 dozen pairs valued at £841,252 as against 215,461 dozen pairs valued at £884,891 during the corresponding 1926 period.

Great Britain which, according to the *Irish Trade Journal*, sends one-third of her total shoe exports to the Irish Free State, supplied in 1926 to the value of £1,624,774. Shipments from other sources were: Northern Ireland, £63,351; Belgium, £4,349; the United States, £3,159; and Canada, £148.

TYPES IN DEMAND

It is estimated that fully 65 per cent of the footwear worn in the Free State may be classed as work boots for the farming population. These are made from split or kip leather, with nailed or plain bottoms. The blucher cut is the usual type for men. The women wear a similar boot cut in the balmoral pattern. Wholesale prices range from 8s. to 10s. per pair for the cheaper lines, and from 12s. 6d. to 17s. for the better qualities.

Another type for which there is a good sale is a cheap grade of dress shoe for men; these are made principally of box calf, dull and bright chrome, and to a lesser extent glace kid. The better grades are welted or machine-sewn, and the cheaper grades are made with standard screw.

The finer grades of men's and women's footwear are similar to the lines displayed in Canada or Great Britain. The trade is chiefly controlled by the British multiple shops which have established branches in Dublin and other centres.

RUBBER FOOTWEAR

The use of rubber footwear is expanding rapidly in this country. In 1926 imports under the heading totalled £35,636, as compared with £25,939 in 1925 and £13,765 in 1924. A good demand is noted for men's rubber knee and hip boots, and recently women's and children's knee boots in a variety of colours have met with some success. The wearing of over-rubbers by women during the winter months is increasing, due to the prevailing fashion in light-soled and light-coloured shoes. Rubber-soled canvas shoes are popular and this demand is supplied chiefly from Canada.

CUSTOMS TARIFF

In 1924 a customs duty of 15 per cent ad valorem was levied on all boots, shoes and slippers entering this country, and according to the *Irish Trade Journal* the industry has since developed considerably. Five new factories have started work (one has since closed through shortage of working capital) and existing establishments expanded. In 1924 it is stated about 300 workers were employed on short time, while to-day about 1,000 workers are employed on full time. The tariff, however, does not appear to have made any appreciable difference in the imports as will be seen on reference to the figures showing outside purchases since 1924.

WAGES AND HOURS OF WORK

The minimum time rates of wages applicable to the industry while the cost of living index figure is over 170,* vary from 14s. 6d. per week for males aged

* The cost of living index in the Irish Free State has been 171 since April, 1927.
15 up to 60s. per week for males aged 22, and from 13s. per week for females aged 15 up to 36s. per week for females aged 20. About two-thirds of the operatives are males. Piecework rates provide for an average operator to earn not less than 25 per cent in excess of the minimum wage on a flat time basis. Hours of work vary from 44 to 48 per week.

IMMIGRATION INTO AUSTRALIA, 1926-27

C. HARTLETT, OFFICE OF THE TRADE COMMISSIONER

Melbourne, August 11, 1927.—The Commonwealth Statistician has issued overseas migration statistics for the year ended June 30. The excess of all arrivals over the recorded departures, namely, 49,722 persons (31,157 males and 18,565 females), shows an increase of 38 per cent over that recorded for the previous year, and was 21 per cent greater than the average for the previous four years. The arrivals for the year 1926-27 numbered 115,479 (68,310 males and 47,169 females), and the recorded departures 65,757 persons (37,153 males and 28,604 females).

It is interesting to note the greater increase of females in the excess arrivals. Males showed an increase of 15 per cent over the average for the five years 1922-23 to 1926-27, while females increased by no less than 34 per cent in the same period. British peoples comprised 85 per cent of the European arrivals, and 90 per cent of the recorded departures. The corresponding percentages for the previous year were 90 per cent and 91 per cent respectively. While the excess of recorded arrivals for the year 1926-27 was 49,722 persons, the total permanent gain to the population was 48,594 persons, as 66,354 persons expressed their intention of residing permanently in Australia, while 17,760 Australian residents departed permanently.

NEW ZEALAND IMPORTS OF MOTOR VEHICLES

ASSISTANT TRADE COMMISSIONER PAUL SYKES

Auckland, August 9, 1927.—Imports of motor vehicles, exclusive of motor cycles, for the six months ended June 30, 1927, amounted in value to £1,071,519, a decrease from those of the corresponding period of the previous year of £1,084,079, or 50.4 per cent.

The import figures for the six-months' period in each year, by countries, are as follows:—

	1926	1927
United States	£ 972,005	£ 553,250
Canada	690,586	183,832
Great Britain	327,893	292,749
Italy	32,025	33,354
France	18,461	5,557
Belgium	4,628	2,777
	£2,155,598	£1,071,519

Only in the case of imports from Italy did import values show an increase, and this, moreover, amounted to but 4.1 per cent. Imports from Canada decreased by 73 per cent, those from France by 61 per cent, those from the United States by 43 per cent, those from Belgium by 40 per cent, and those from the United Kingdom by 33 per cent. In addition, the proportions of the total supplied by each country show marked changes: that of United States origin increased from some 45 per cent in 1926 to 52 per cent in 1927; the proportion imported from Canada dropped from 32 to 17 per cent, that from the United Kingdom increased from 20 to 27 per cent, and that from Italy from 1 to 3 per cent.

Of the total value of these imports for the six months ended June 30, 1927 (£1,071,519), £889,820 represents that of motor cars and chassis, while the remaining £181,699 represents the import of trucks, buses and their chassis. These figures may be compared with £1,857,020 and £298,578 for the previous year, and it will be noticed that while imports of pleasure cars decreased in value by some 52 per cent, those of commercial vehicles declined by slightly less than 40 per cent. In the same way, while imports of Canadian-made cars and chassis during the first half of 1926 (5,612) accounted for almost 50 per cent of the total number imported during that period (11,940), and decreased to 1,499, or only 26.7 per cent of the corresponding total, in 1927 (5,624), the number of commercial cars and chassis imported from Canada, which had formed some 37 per cent of the total number in 1926 (471), had increased in the following year to 604, or practically 50 per cent of the 1927 total of 1,232. These data may be illustrated and amplified by the following table:—

Imports of Motor Vehicles into New Zealand, Six Months ended June 30, 1926 and 1927

	1926		1927	
	Motor Cars	Commercial Vehicles	Motor Cars	Commercial Vehicles
	No.	No.	No.	No.
United States	4,729	503	2,801	498
Canada	5,612	471	1,499	604
United Kingdom	1,348	241	1,183	119
Italy	167	28	216	4
France	78	10	23	1
Belgium	6	5	2	6
	11,940	1,258	5,624	1,232

There is a general tendency in New Zealand to curtail purchases of these motor vehicles, occasioned both by the public opinion that an undue amount

was being spent on cars as "luxuries" and also by the more or less depressed condition of business restricting the purchases of the average consumer. A more essential factor affecting imports of Canadian motor vehicles, however, if imports for the first half-year periods of 1926 and 1927 be considered, is that, whereas until March 31, 1926, 25 per cent of the value of motor vehicles imported from Canada under British preferential duty rates was required to represent cost of British labour and materials, from April 1, 1926, this percentage was raised to 50. A precipitate drop in imports from Canada became apparent. Imports of Canadian motor vehicles for the quarter ended March 31, 1926 (£430,589) had decreased in the following quarter by almost 50 per cent, and in the quarter ended June 30, 1927, were but slightly more than 10 per cent of this figure.

It is of more than passing interest, however, to note the increase in the imports of commercial vehicles from Canada. This is accounted for largely by the increased use of light trucks. The future of the omnibus is at present rather uncertain, and the replacement of heavier carrying vehicles by lighter ones which may be safely used on the improved roads is leading to decreases in imports of this type of vehicle from the United Kingdom and larger purchases from Canada.

TRINIDAD A MARKET FOR STRAW AND FELT HATS

ACTING TRADE COMMISSIONER R. T. YOUNG

Port of Spain, September 2, 1927.—A good market exists in this Colony for men's and boys' straw and felt hats. Notwithstanding that it is a tropical climate, a great number of soft felt hats are worn, as are also straw hats of the sailor type. The felt hats are naturally of the lighter weights, but a number of velours are even to be seen. Sun helmets are also worn to a large extent.

At the present time the market for straw hats is practically absorbed by English manufactures, while felt hats (men's and ladies') are supplied by both English and Italian makers. Sun helmets all come from England, and are made by well known manufacturers.

Price being a large factor in this market, within the last five or six years there has developed a trade in renovated felt hats (seconds) with the result that the quantities of first imported have been considerably reduced. The retail price for felts ranges from \$2 to \$4, the larger sales being made in the lower-priced hats.

Straw hats are all supplied from English factories. The most fashionable of these are known as Canton straw hats which are very finely plaited, and present an attractive and stylish appearance. A very good straw hat may be purchased from \$2 to \$3; the sizes in demand are from 6 $\frac{3}{4}$ to 7 $\frac{1}{8}$, with about 40 per cent of the demand for the smaller sizes.

In 1926 total imports of hats were valued at £25,254 (United Kingdom £21,194 (£1=\$4.80); Italy, £2,518 and Germany, £1,142). The duty under the General Tariff is 20 per cent; that under the British Preferential Tariff it is 10 per cent ad valorem plus a 7 $\frac{1}{2}$ per cent surtax.

Canadian manufacturers or exporters interested in trying out this market are invited to communicate with the Canadian Trade Commissioner sending samples, catalogues, c.i.f. prices, and discounts. Several agents have expressed an interest in such lines from Canada, so that no difficulty should be experienced in securing a reliable representative.

IMPORT TRADE OF TRINIDAD FOR 1926

ASSISTANT TRADE COMMISSIONER R. T. YOUNG

Port of Spain, August 23, 1927.—The report of the Collector of Customs of Trinidad and Tobago on the Customs Revenue and Trade of the Colony for the year ended December 31, 1926, gives total imports as valued at £4,407,074 (£12,033 more than those of the previous year), of which £4,374,774 were entered for home consumption. Goods entered for transhipment were valued at £753,164, a decrease of £3,174 from the previous year. Vessels entered and cleared in 1926 numbered 3,975 (4,933,553 tons) as compared with 4,170 (4,565,155 tons) in 1925.

The increase shown below in imports from the United States is largely attributable to heavy importations of mining machinery (an increase of nearly £150,000) owing to the opening up of new oilfields, and to imports of coal which were not obtainable from the United Kingdom due to the miners' strike. The falling off in the value of imports from Canada is attributed to several causes, such as a fall in the price of wheat flour as compared with the previous year, a shortage in supplies of fresh milk available for export, the capability of English manufacturers to quote lower prices on certain foodstuffs such as lard compounds, and the greater demand and better prices offered in markets nearer home for potatoes.

The following table gives the value of imports from the principal countries, with percentages for 1925 and 1926:

<i>Imports</i>					
	1925	Per Cent	1926	Per Cent	
United Kingdom	£1,326,423	31.00	£1,227,905	28.66	
United States	952,836	22.27	1,181,378	27.58	
British North America. . .	964,035	22.53	902,223	21.06	
Venezuela	349,772	8.17	197,853	4.62	
British East Indies.	277,417	6.48	310,246	7.24	
France	84,010	1.96	95,744	2.23	
Holland.	78,297	1.83	87,919	2.05	
British West Indies	52,046	1.22	87,020	2.03	
Germany	49,226	1.15	58,960	1.37	

NOTES ON THE IMPORTS

Milk, Condensed.—Imports, 59,078 cases (48 pounds) (£83,468); 1925, 49,637 cases (£80,535). Canada, 13,136 cases (£22,688) against 29,801 cases (£51,081); United Kingdom, 21,165 cases (£31,017) against 4,380 cases (£6,645); Denmark, £12,183 against £3,284. Other increases were recorded by Holland, Italy, the United States, and Switzerland. The falling off in imports from Canada and the increase in those from the United Kingdom is attributed to the greater quantities of fresh milk available in the latter country for the period under review.

MEATS

Beef and Pork, Pickled and Salted.—Imports, 3,030,420 pounds (£90,569) against 2,928,252 pounds (£73,763) in 1925. United States, 2,009,589 pounds (£56,017) against 2,085,271 pounds (£57,180); Canada, 893,698 pounds (£31,551) against 836,981 pounds (£16,396); Argentina, 74,520 pounds (£1,757) against 2,000 pounds (£30); United Kingdom, 51,301 pounds (£1,215) against 3,222 pounds (£127). The increase in Canadian imports is believed to be due to the preferential tariff enabling Canadian packers to compete with those of the United States.

Fresh.—Imports, 52,185 pounds (£2,551) against 36,500 pounds (£2,275) in 1925. The principal sources of supply were: Canada, 21,915 pounds (£1,046); United States, 13,615 pounds (£611); Brazil, 12,150 pounds (£562); and the United Kingdom, 4,505 pounds (£282). In 1925 the trade was divided as follows: Canada, 25,383 pounds (£1,156); Argentina, 5,806 pounds (£320); United Kingdom, 4,732 pounds (£765); United States, 579 pounds (£34).

Smoked or Cured, including Bacon and Ham.—Imports, 616,215 pounds (£30,361) against 696,332 pounds (£30,288). United States, 226,249 pounds (£13,185); United Kingdom, 84,291 pounds (£8,306); Argentina, 151,542 pounds (£3,812); Canada, 40,302 pounds

(£2,306); Uruguay, 108,636 pounds (£2,934). Imports from these countries in 1925 were as follows: United States, 167,841 pounds (£9,476); United Kingdom, 99,128 pounds (£8,097); Argentina, 213,986 pounds (£4,902); Canada, 87,345 pounds (£4,716); Uruguay, 167,841 pounds (£9,476).

While the quantities imported from South American countries were in several instances in excess of those from the United States, the United Kingdom, and Canada, the value was not in proportion. This is accounted for by the large quantities of supplies available in these countries and their proximity to the market.

Flour, Wheaten.—The total trade in this commodity for 1926 amounted to 282,606 bags of 196 pounds valued at £457,470 as against 275,486 bags in 1925 valued at £499,194. A decrease in the value of imports from Canada amounted to £44,769, due to a fall in price as compared with 1925, when they were higher than usual, is indicated, but the quantity imported in 1926 was greater than in the preceding year, viz., 271,767 bags valued at £440,237 as against 268,307 bags valued at £485,006. Imports from the United States were 7,305 bags in 1925 (£11,435) as against 6,656 bags (£13,171) in 1925. In 1926 Argentina supplied 3,362 bags (£5,495) against a negligible quantity in 1925.

Lord and Lord Substitutes.—The English manufacturers of these commodities would appear to be able to quote lower prices than the Canadian. Imports, 2,910,974 pounds (£74,946) against 2,821,953 pounds (£76,090) in 1925. Principal sources of supply: United Kingdom, 2,313,329 pounds (£58,823) against 1,419,514 pounds (£38,183); Canada, 539,496 pounds (£13,910) against 1,350,231 pounds (£35,679); United States, 53,649 pounds (£2,086) against 48,439 pounds (£2,159).

Fresh Vegetables—Potatoes, Onions, etc.—Imports, 1926, 7,612,648 pounds (£45,183) against 7,353,384 pounds (£46,652) in 1925. Principal sources of supply: Holland, 4,743,922 pounds (£24,371) against 3,525,799 (£46,652); Portugal, 1,173,480 pounds (£7,148) against 246,078 (£2,399); United States, 433,930 pounds (£4,583) against 326,444 pounds (£3,629); United Kingdom, 369,365 pounds (£1,824) against 91,505 pounds (£675); Canada, 125,690 pounds (£933) against 2,412,839 pounds (£11,938). The large falling off in imports from the Dominion may be attributed to the greater demand and better prices offered to Canadian growers by United States buyers during the year under review.

FISH

Dried, Salted, Smoked and Pickled, etc.—The Customs authorities in this colony do not distinguish between imports from Newfoundland and Canada, these being shown under the heading British North America. Imports, 5,462,268 pounds (£90,489) against 4,897,096 pounds (£94,027). British North America supplied in 1926 5,217,094 pounds (£86,731) as against 4,471,536 pounds (£87,282) in 1925. Other principal sources of supply were the United Kingdom, British West Indies, and Norway.

Canned and Preserved.—Imports, 470,807 pounds valued at £18,092 against 397,355 pounds (£13,083) in 1925; British North America, 366,528 pounds (£12,345) against 338,845 pounds (£9,786). Other sources of supply were the United States and United Kingdom.

DAIRY PRODUCTS

Cheese.—Imports, 257,603 pounds (£13,219) against 154,269 pounds (£8,261) in 1925. Canada, 203,911 pounds (£10,016) against 154,269 pounds (£8,261); Holland, 21,798 pounds (£1,350) against 19,506 pounds (£1,497).

Butter.—Imports, 1,037,630 pounds (£62,679) as compared with 917,801 pounds (£65,762) in 1925. France is the chief source of supply: 680,922 pounds (£33,854) against 483,501 pounds (£31,926); Canada, 189,586 pounds (£16,515) against 177,971 pounds (£15,703); United Kingdom, 73,303 pounds (£4,102) against 117,080 pounds (£8,135); the United States, 53,386 pounds (£3,217) against 110,066 pounds (£6,886); Holland, 31,051 pounds (£2,381) against 20,515 pounds (£2,243). French butter appears to find favour because of its colour. Butter is shipped in wooden firkins of 85 pounds net and in cases of four 25-pound tins, ten 10-pound tins, and twenty 5-pound tins.

OTHER PRODUCTS

Sugar (Refined).—Imports, 2,587,038 pounds (£22,314) against 2,003,501 pounds (£19,560); Canada, 2,573,960 pounds (£22,053) against 1,901,468 pounds (£18,344).

Vegetables (Dried, Canned or Preserved).—Imports, 80,155 pounds (£3,459) against 86,815 pounds (£2,911) in 1925. United States, 25,918 pounds (£966) against 19,828 pounds (£690); Canada, 21,396 pounds (£580) against 18,846 pounds (£584); France, 13,961 pounds (£843) against 12,629 pounds (£507); United Kingdom, 9,865 pounds (£428) against 10,542 pounds (£505).

Canadian canned vegetables are favourably received in this market, particular peas of the early June variety, but owing to the Canadian Government standardization of qualities by numbers, the public appear to be indisposed to purchasing under this method of labelling.

Soap (Common).—Imports, 4,235,829 pounds (£66,025) against 3,673,364 pounds (£59,214) in 1925. Imports from the United Kingdom were £11,385 less than in the preceding year, when they stood at £48,339, attributed mainly to a falling off in price. Canada, 208,085 pounds (£3,417) against 184,540 pounds (£3,265); United States, 169,956 pounds (£2,158) against 302,405 pounds (£4,067); Holland, 242,285 pounds (£3,477) against 233,350 pounds (£3,533).

Cotton Manufactures: Piece Goods.—Imports, 8,912,998 yards (£239,237) against 10,282,007 yards (£291,148) in 1925. The United Kingdom and United States had the bulk of this trade; Canada, 7,323 yards (£638) against 3,440 yards (£289). In addition to a slight decrease in cost, manufacturers in the United States appear to be able to produce at a lower figure, and also cater for a cheap line.

Boots, Shoes and Slippers.—Imports, 22,929 dozen pairs (£67,450) as compared with 23,570 (£68,040) in 1925. United Kingdom, 10,194 dozen pairs (£41,154) in 1926 as compared with 10,502 (£41,933); Canada, 7,087 (£17,936) and 5,945 (£15,620); United States, 4,291 (£7,219) and 6,885 dozen pairs (£9,996).

While a small number of high-grade shoes are sold principally to the better-class white population, the general demand is for a cheaper line of good quality and "flashy" style which appeals to the black and coloured population. The market is small, and of very limited purchasing power: 90 per cent of the black population go barefoot. Canadian manufacturers are gaining a foothold, and their product is well received, but they must compete in price with British manufacturers.

Silk Manufactures.—Imports, £18,796 against £22,580 in 1925. The three principal sources of supply during 1926 were the United States (£8,121), Japan (£5,472), and Canada (£4,488).

Motor Cars.—Imports, 418 cars (£60,463) as compared with 448 (£64,310) in 1925. Canada is the principal source of supply with 221 cars (£27,375) in 1926 and 230 cars (£24,586) in 1925; United Kingdom, 36 (£7,743) and 34 (£7,370); United States, 155 (£24,621) against 184 (£32,354).

Automobile Tires, etc.—Imports, £30,308 against £25,744 in 1925. Canada was the chief centre of supply (£16,560 and £12,635).

Oilmeal.—Imports, 5,542,985 pounds (£33,483) against 4,694,325 pounds (£30,399) in 1925. Canada, 5,170,360 pounds (£31,191) against 4,328,125 pounds (£28,063); United States, 372,500 pounds (£2,291) against 360,000 pounds (£2,258) in 1925.

Oats.—Imports, 5,210,062 pounds (£23,314) against 5,139,614 pounds (£27,673) in 1925, the bulk of which Canada supplied, namely 5,149,970 pounds (£22,941) and 5,137,280 pounds (£27,657).

Hay and Chaff.—Imports are not large, due to the luxuriant growth in these latitudes of grass, which serves as fodder, except in dry seasons, when larger importations are made necessary. Such was the case in 1926, when imports amounted to 240,004 pounds (£909) as compared with 175,924 pounds (£695) in 1925. Canada is the main source of supply: 233,962 pounds (£883) and 172,565 pounds (£676).

Manures—All Kinds.—Imports, 2,884 tons (£24,682) as compared with 3,683 tons (£35,675) in 1925. United States, 1,138 tons (£14,263); United Kingdom, 533 tons (£6,412). In spite of a fall in price, planters are apparently showing a preference for pen manure in place of artificial fertilizers owing to the activities of the frog hopper.

Chemicals.—Imports, £17,856 against £30,223 in 1925. The decrease in the imports of chemicals is largely due to sugar manufacturers having concentrated on grey crystals, which do not require the chemicals necessary in the manufacture of yellow crystals. Canada's share is largely confined to calcium carbide: 34,432 pounds (£322) against 5,500 pounds (£50) in 1925.

Metal Manufactures.—Imports of nails, spikes, rivets, wire fencing, etc., were valued at £6,985. Canada £2,623; Holland, £1,879; United Kingdom, £714; and Belgium, £664.

Of all other kinds of metal manufactures the total imports in 1926 were valued at £83,472 (exclusive of free imports, £11,759) as against £105,664 (free, £16,876) in 1925. The United Kingdom supplied £53,980 against £60,790 in 1925; the United States, £21,393 and £31,235; Canada, £2,159 in 1926 and £4,229 in 1925. It is difficult to account for the general decrease in imports of this description during 1926, for though prices showed a downward tendency, the public demand appeared to be less than in 1925.

Machinery, Mining.—Imports, £422,716 as compared with £257,407 in 1925. United States, £349,844 against £203,137; United Kingdom, £67,673 and £49,642; Canada, £3,866 and £1,224. The large increase in imports from the United States, as has been stated, is due to the operations on a big scale by a new company financed largely from the United States.

Pianos and Organs.—Certain makes of Canadian pianos and organs find favour in these markets. Due to the inroads of white ants, the cases should be made of some insect-resisting wood such as cedar, and the metal parts, owing to the great humidity, must be proof against oxidization. Imports numbered 54 (£2,623) against 37 (£1,759) in 1925: United States, 20 (£1,115) and 11 (£576); United Kingdom, 12 (£521) and 4 (£241); Germany, 11 (£615) and 18 (£880); Canada, 10 (£267) and 1 (£42).

Wood and Timber—Unmanufactured Lumber (Sawn or Hewn, Undressed).—Imports, 6,780,867 feet b.m. (£69,137) as compared with 6,061,829 feet b.m. (£57,643) in 1925. The United States was the principal source of supply: 4,557,407 feet b.m. (£47,909) against 4,363,703 feet b.m. (£41,381), principally pitch pine. Canada came next with 2,198,075 feet (£20,598) against 1,582,569 feet (£14,625), principally Douglas fir.

Canadian Douglas fir is not so well known to the general public as pitch pine, and consequently is not in demand to the same extent, although imports are increasing due to the fact that pitch pine is gradually falling off in quality as the timber stands become depleted. Again, the difference in price has not been such as to attract buyers to Douglas fir, and so long as it is sold at the same price as pitch pine, local buyers are going to demand the wood to which they have always been accustomed. Custom is a large factor in this market. The handicap of price is chiefly due to local selling conditions. There is no doubt, however, that Douglas fir will eventually replace pitch pine.

Lumber (Sawn or Hewn, Dressed).—Again the United States commanded this market for much the same reasons as those mentioned above. Imports, 2,269,992 feet b.m. (£31,354) as compared with 2,305,095 feet b.m. (£33,349) in 1925. United States, 1,858,320 feet (£25,820) against 1,557,665 feet (£22,789); Canada, 408,820 feet (£5,477) and 747,430 feet (£10,560).

SUGAR CANE INDUSTRY IN TRINIDAD

ACTING TRADE COMMISSIONER R. T. YOUNG

Port of Spain, August 27, 1927.—In the northern and central districts of Trinidad during 1926 froghopper damage was the greatest in the history of cane cultivation in the colony, but in the southern district the blight was not so severe. The infestation was spread over almost the entire wet season (June to December), and because of an unprecedented drought during this period, alleviated by only occasional showers, the surviving crops had small opportunity of putting on further growth. In the northern and central belts nearly one-third of the cane crop was lost from pest and drought.

This year, in place of a drought as in 1926, just the opposite conditions have been experienced, and the few estates which have reaped their crop began early to gather in a light harvest. As an example of the amount of cane left unrcaped, owing to the abnormally heavy rainfall, on one estate alone out of an estimated crop of 90,000 tons, only 74,000 tons were cut. During the five months of the so-called dry season (January to May), when comparative freedom from rains may be expected, conditions proved worse than during the average wet season. The total rainfall for the crop year July, 1926, to June, 1927, was 99.21 inches as against 59.47 and 78.35 in the two previous seasons respectively.

The same conditions which proved so disastrous to the 1927 crops have, however, assured a bumper crop for 1928. Indeed the plant canes (first crop) for reaping in 1928 are taller and thicker than those reaped for the 1927 crop, and because of favourable conditions during the past six months, the young crop is in better and a much more advanced state than it has been for many years.

Planters are confident of being free from froghopper blight during this wet season, and feel that an even distribution of rain, although it has been too heavy for immediate requirements, during the last half year has left the froghopper alive, and provided food for his natural enemies which during dry seasons die out. Study of past records show that when there has been a fairly good distribution of rain during the dry season, the following wet season has been free from severe attacks of the froghopper.

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TRADE COMMISSIONER JAMES CORMACK

Port of Spain, August 18, 1927.—In the several units of the eastern group of the British West India colonies the laws affecting the protection of patents, designs, and trade marks differ more in the minor details than in the essentials. For the purposes of this brief outline it is sufficient to say that they are all based largely on the Imperial Acts of 1883 and 1888, and English rules *mutatis mutandis*.

In effecting registration it is not necessary, although customary, to employ a practising solicitor, but it is essential to have a local agent. In most of the colonies any solicitor may act, but in some only special ones may do so. This business is, however, usually confined to a few who are familiar with the procedure. A confidential list of such accompanies this report and is available on application to the Department of Trade and Commerce, Ottawa.

The procedure for the registration of a patent is somewhat involved, but for a trade mark it is simple. The protection afforded a registered trade mark and a patent is fourteen years, and for a design five years. A design is usually protected by a trade mark, and must be something new or original and not part of a trade mark. A trade mark may take any form except that of a representation of the British crown or coat-of-arms, and within the limits of the statutes. If Canadian firms desire their own attorneys to act for them, the forms on which the application for registration are made out may be had on application to the Colonial Secretary of the colony affected, and also the local act with rules and schedules governing the procedure. The principal fees prescribed vary in the different colonies, but, as an example, those obtaining in British Guiana are as follows:—

Trade Marks

On application for registration	\$ 1 25
On advertisement	1 50
Registration (including issue of certificate)	5 00
Registration of series of trade marks—	
For first mark	5 00
For every other mark	1 00
Association with mark already on register	25

Patents

On application for a patent accompanied by a provincial specification	\$ 5 00
On every application for a patent accompanied by a complete specification	20 00
On filing a complete specification after provisional specification	15 00
On every patent before the expiration of seven years	100 00
On extension of patent (after 14 years)	96 00
On assignment of a patent	10 00

In general, it is highly desirable to protect a known trade mark or to register a suitable design. It should be kept in mind that in framing the latter something attractive, simple, striking, and likely to appeal to the eye of a people largely illiterate should be chosen.

AGRICULTURAL CONDITIONS IN INDIA

TRADE COMMISSIONER H. R. POUSSETTE

Calcutta, August 18, 1927.—Speaking generally, India can be said to be fairly prosperous and undoubtedly the finances of the country are in a sound condition. Comparing the present figures of foreign trade with those for the year before the war it will be seen that India has not gone ahead as rapidly as there was reason to expect. If the relative values of commodities before the war are now taken into consideration, it will be found that the advance is comparatively unimportant. The next ten years, however, may tell a different tale.

To a certain extent the prosperity of India is bound up with tranquillity, political and communal. If tranquillity is maintained the country must prosper.

About a year ago an agricultural commission with the Marquis of Linlithgow as chairman was commissioned to inquire into the condition of agriculture in India, and to make a report. Sittings were held during the last cold weather season and a good deal of evidence was accumulated, and this has since been added to in the United Kingdom. The commission will be resuming its sittings within the next two or three months, and it is hoped that its report will be submitted in the middle or the latter half of the coming year. Undoubtedly agriculture is in an extremely backward condition, so that if the commission can by its investigations and recommendations do anything to improve the present conditions, it should earn the lasting gratitude of all concerned. Money will doubtless have to be found; and that seems to be always a difficulty in India in spite of the excellent credit which the country enjoys.

If the earning power of the Indian peasant could be increased on an average by so small a sum as even two annas a day, which is only about four cents, it would have a very important effect upon the commerce of the country. Four cents a day appears to be a very small amount, but if this is taken in the aggregate and spread over India's scores of millions of cultivators it would total up in the course of the year to a large sum of money. It means probably increasing the peasant's earning power by about 25 per cent.

SALT IMPORTS INTO INDIA

TRADE COMMISSIONER H. R. POUSSETTE

Calcutta, August 17, 1927.—The annual importations of salt into India are substantial. For the year ending March 31 last 538,000 tons were imported, against 560,000 tons in the previous year and 616,000 tons for the year ending March 31, 1925. The principal supplies of salt are drawn from Aden and dependencies, and Egypt. In the past year the former shipped a little over 175,000 tons of salt to India, and the latter over 132,000 tons. In addition to those countries, the United Kingdom, Germany, Spain, and Italian East Africa supply about equal quantities, ranging from about 54,000 tons to about 58,000 tons. Of the salt imported last year, Bengal took 462,000 tons, and Burma 75,000 tons.

The prices of salt vary according to quality. Aden salt costs about 9s. per ton f.o.b., German salt about 10s. per ton f.o.b., and Cheshire salt about 11s. per ton f.o.b. Spanish salt is quoted at about 9s. to 10s., with a shipping rate from Spanish ports of 13s. per ton, thus making Spanish salt cost about 22s. to 23s. per ton c.i.f. Calcutta. Port Said salt costs about 9s. per ton and pays a shipping rate of about 11s. per ton.

In India the demand is for salt only fairly coarse in quality; the bulk of it is required for poor people who cannot afford to pay for a higher grade. Salt is usually imported in bulk, and is able to secure a very low shipping rate. Not infrequently it is carried as ballast.

Inquiries have been received in this office as to the prospects for Canadian salt competing for a share of the trade of the Indian market. They can hardly be described as favourable, as the long railway haul combined with shipping rates from Canadian ports would seem to preclude any likelihood of such a trade being established. The fact of being able to ship in bulk opens up an interesting speculation as to whether salt could be shipped direct from plants on the inland waterways direct to Calcutta. If competitive prices could be quoted, there would be no difficulty in arranging for shipments such as would fill any vessel that could navigate the Welland and St. Lawrence river canals during the open months. So far as return cargoes are concerned, there would probably be little difficulty in arranging for these; that is the view expressed by importers. Speaking generally, however, it would appear to be difficult for Canadian manufacturers to meet competition in India.

EXPORTS FROM CANADA TO THE UNITED STATES OF PRINCIPAL COMMODITIES SUCH AS ARE PRODUCED ON CANADIAN FARMS, OR MANUFACTURED DIRECTLY FROM SUCH FARM PRODUCTS, DURING THE MONTH AND ELEVEN MONTHS ENDED AUGUST 1921, 1922, 1926 and 1927; WITH UNITED STATES TARIFF RATES IN FORCE

(COMPILED BY THE EXTERNAL TRADE BRANCH, DOMINION BUREAU OF STATISTICS; AND THE FOREIGN TARIFFS DIVISION)

Commodities	Month of August					Eleven Months ended August					United States Tariff Rates in force		
	1921	1922	1926	1927	1921	1922	1926	1927	Prior to May 27, 1921	From May 27, 1921 to Sept. 21, 1922	Subsequent to Sept. 21, 1922		
Animals (except for improvement of Stock)—													
Cattle.....	9,131	37,522	10,706	21,298	231,681	167,717	145,897	190,898	Free	30 p.c.	(a)		
Horses.....	189,290	894,533	242,554	333,754	14,970,944	3,354,554	4,197,341	5,306,924	Free	10 p.c.	(b)		
Poultry.....	42,285	6,305	3,513	5,850	481,620	374,250	146,257	53,319	10 p.c.	1c. per lb.	3c. per lb.		
Sheep.....	72,142	43,294	49,222	49,788	781,057	661,551	501,097	652,852	1c. per lb.	3c. per lb.	\$2 per head		
Fruits—	58,062	33,316	56,995	30,556	769,060	639,507	701,474	612,314	Free				
Apples, green or ripe.....	7,081	10,483	137	74	136,536	70,511	28,083	15,974	Free				
Apples, dried.....	40,851	49,647	1,323	1,358	1,184,950	387,762	221,081	117,840	Free				
Berries, fresh.....	16,388	277	2,757	1,192	28,633	393,790	28,200	24,383	10c. bu. 50 lb.	30c. bu.	25c. bu. 50 lb.		
Grains—	63,766	1,043	11,441	1,920	125,600	2,002,777	658,754	137,498	1c. per lb.	1c. per lb.	2c. per lb.		
Barley.....	143,190	195,236	162,705	131,819	250,337	76,092	297,314	330,864	1c. per lb.	1c. per lb.	1c. per lb.		
Beans.....	1,008				1,306	16,629	5,348	3,840	15c. bu. 48 lb.	15c. bu. 48 lb.	20c. bu. 48 lb.		
Buckwheat.....	572	50	1,691	40	3,992	12,172	2,850	2,010	25c. bu. 60 lb.	2c. lb.	1c. lb.		
Oats.....	24	218	5,075	205	14,714	35,929	57,125	11,107	Free	Free	10c. per 100 lb.		
Peas, whole.....	1,078		1,386	1,670	251,615	99,596	60,108	66,094	Free	Free	15c. bu. 32 lb.		
Peas, split.....	23,823	127,035	44,217	53,949	287,830	2,079,915	494,441	484,725	6c. bu. 32 lb.	6c. bu. 32 lb.	1c. lb.		
Rye.....	11,753	56,157	20,630	28,679	1,369,756	105,456	178,141	89,756	10c. bu. 60 lb.	10c. bu. 60 lb.	1c. lb.		
Wheat.....	42,960	1,380	6,413	8,711	396,345	347,554	428,868	222,068	20c. bu. 60 lb.	20c. bu. 60 lb.	1c. lb.		
Wheat—	3,355		1,133		19,451	54,480	1,671	3,827	Free	Free	15c. bu. 56 lb.		
Wheat—	3,743		1,020		310,664	85,224	7,561	2,498	Free	Free	35c. per bush.		
Wheat—	791,354	1,775,172	483,673	483,528	502,791	69,688	9,409,014	7,274,727	Free	Free	1c. lb.		
Grain Products—	1,321,220	2,186,862	865,864	99,472,366	47,735,082	15,772,986	12,885,194	9,903,598	Free	Free	1c. lb.		
Bran, shorts and middlings.....	32,437	14,561	157,430	116,967	1,290,025	322,247	2,269,259	1,167,733	Free	Free	1c. lb.		
Wheat Flour.....	33,550	21,090	187,967	180,898	1,865,783	341,719	2,808,111	1,667,908	Free	Free	1c. lb.		
Meats—	1,337	59,968	1,030	67	3,240,250	674,745	17,082	6,223	Free	Free	1c. lb.		
Bacon, hams, shoulders and sides.....	10,178	285,401	8,161	677	1,167,093	4,266,418	121,726	44,030	Free	Free	1c. lb.		
Beef, fresh, chilled or frozen.....	30	55	1,017	2,134	1,225	11,025	11,025	42,611	Free	Free	1c. lb.		
Meats—	1,406	1,732	35,191	79,952	38,289	411,641	1,135,591	238,089	Free	Free	1c. lb.		
Meats—	24,437	14,617	19,627	44,632	297,782	176,422	1,557,516	3,039,026	Free	Free	1c. lb.		
Meats—	287,245	164,570	120,935	621,126	3,325,732	1,978,983			Free	Free	1c. lb.		

Mutton and lamb, fresh, chilled or frozen.....		3,771	4,342	369	45,702	61,439	18,054	8,044	2c. per lb.	(h)
Pork, fresh, chilled or frozen.....		63,993	100,804	8,994	1,128,279	1,068,638	444,360	137,046	Free	
Pork, dry-salted and pickled.....		3,061	2,113	3,511	6,003	6,101	41,920	137,046	Free	
Poultry, dressed or undressed.....		2,898	1,198	1,571	15,751	15,639	1,008,592	2,752,235	Free	4c. per lb.
Other meats, including canned meats, but excluding extracts.....		663	760	1,641	17,001	11,353	22,251	89,722	Free	2c. per lb.
Milk and milk products—		9,443	11,422	21,189	284,961	149,485	312,250	892,421	Free	6c. per lb.
Butter.....		81,847	3,190	22,700	1,767,527	2,698,756	386,788	494,000	Free	20 p.c.
Cheese.....		29,432	1,510	7,985	824,594	976,507	154,427	173,072	Free	12c. per lb. (i)
Cream.....		3,015	567,206	522,000	838,800	306,973	751,900	16,561,262	Free	23 p.c.
Milk, fresh.....		190,518	89,832	86,680	154,474	88,389	146,354	2,885,232	Free	20 p.c.
Milk, condensed, evaporated, and milk powder.....		296,103	217,205	632,158	564,419	1,140,438	3,638,240	3,370,543	Free	5c. gal. (k)
Clover seed, alsike.....		116,895	331,514	1,114,288	979,460	1,754,772	6,806,779	3,639,102	Free	20c. gal. (k)
Clover seed, alfalfa and red.....		24,429	90,248	648,541	363,142	1,166,755	4,153,649	732,602	Free	20c. gal. (k)
Clover seed, other.....		635,692	391,369	506,100	300,621	212,866	818,021	6,296,400	Free	20c. gal. (k)
Flaxseed.....		100,964	37,510	47,480	1,817,835	190,228	955,277	637,296	Free	1c.—3c. lb.
Grass seed.....		8,513	1,282	103	79,587	97,577	156,293	71,189	Free	4c. per lb.
Vegetables—		74,768	10,773	1,158	2,553	880,419	1,771,745	1,232,327	Free	4c. per lb.
Potatoes.....		5,436	760	1,568	2,844	75,037	725,042	1,012,645	Free	4c. per lb.
Sugar beets.....		21,719	4,713	3,373	113,094	59,567	203,381	112,973	Free	4c. per lb.
Turnips.....		532,851	14,474	14,295	443,940	240,993	754,135	644,959	Free	4c. per lb.
Miscellaneous Products—		1,041,321	28,950	213,402	2,561,122	2,154,502	2,524,641	2,838,792	Free	10c. bu. 56 lb.
Eggs.....		1,078	583	416,196	4,703,602	4,232,688	5,476,533	5,634,845	Free	2c. per lb.
Hay.....		2,421	1,235	2,407	201,347	271,935	101,267	150,537	Free	2c. per lb.
Maple sugar.....		38,718	2,270	25,462	4,581,037	1,701,228	4,901,589	6,697,932	Free	50c. per 100 lb.
Tallow.....		45,750	1,441	26,763	1,672,835	1,107,543	7,390,016	6,191,712	Free	5 p.c.
Wool.....		11,410	7,870	2,584	103,175	63,151	270,782	395,968	Free	15 p.c.
Total value of above commodities.....		5,747	2,333	959	1,660,703	1,583,750	2,106,342	1,961,121	Free	12c. per 100 lb.
					402,720	432,009	557,021	642,931	Free	8c. per doz.
					264,676	237,924	68,680	36,097	Free	\$4 ton 2,240 lb.
					134,343	91,385	27,165	16,376	Free	3c. per lb.
					69,347	1,689	410,884	169,854	Free	4c. per lb.
					33,035	36,034	3,888,068	1,787,553	Free	4c. per lb.
					1,432,522	3,819,887	4,595,589	4,866,633	Free	4c. per lb.
					1,542,058	405,925	680,341	838,907	Free	4c. per lb.
					313,001	11,401	14,491	16,507	Free	4c. per lb.
					14,556	86,005	126,536	117,036	Free	4c. per lb.
					5,493	3,545,739	5,750,415	5,768,884	Free	(m)
					1,599,334	805,778	1,949,250	1,574,373	Free	
					203,065	58,480,227	58,842,831			
					1,561,298,849	49,902,884				

(a) Cattle weighing less than 1,050 pounds, 1½c. per lb.; 1,050 pounds or over, 2c. per lb. (b) Horses valued at not more than \$150 each, \$30 per head; more than \$150 each, 20 per cent; (c) Sheep, one year old or over, \$2 per head; less than one year old, \$1 per head. (d) Prior to April 6, 1924, 30c. per bush. (e) Prior to May 27, 1921, and from May 27, 1921, to September 21, 1922, free, if wheat products, but otherwise apparently 15% ad. val.; from September 21, 1922, to April 6, 1924, 15% ad. val.; subsequent to April 6, 1924, if from wheat 7½% ad. val.; if from other cereals, 15% ad. val. (f) Prior to April 6, 1924, 75c. per 100 lb. (g) Applies to particular meat in question when "fresh." (h) Mutton, fresh, 2½c. per lb.; lamb, fresh, 4c. per lb. (i) Prior, to April 5, 1926, 8 cents per lb. (j) Cheese, 3c. per lb., but not less than 25 per cent. (k) i.e. 231 cubic inches, about equal to five-sixths of imperial gallon. (l) Clover seed, crimson, 1c. per lb., white, 3c. per lb. and other, 2c. per lb. (m) Dutiable at various rates. See *Commercial Intelligence Journal* No. 974, Sept. 30, 1922, pages 516-7.

CONDITIONS IN THE UNITED STATES

Mr. Frederic Hudd, Canadian Trade Commissioner in New York, writes under date September 12:—

Commenting on business conditions in the United States in the first two-thirds of 1927, Mr. Hoover, United States Secretary of Commerce, in a recent statement says:—

The first seven months of 1927 have disclosed generally a higher state of business activity than was expected after the peak year of 1926.

Loadings of railroad freight for the first seven months are but very slightly under the record loading volumes experienced in 1926. Pig-iron production in the country has been but slightly less than 1926, but greater than 1925.

There has been an unanticipated volume of construction kept up through the year, and in spite of the heavy volume of building and construction generally undertaken in 1926 and previous years, the record of contracts let for the first seven months of 1927 is slightly greater than even in 1926.

Textiles and automobiles have shown some decline under 1926. Exports of commodities on a quantity basis have shown an increase over 1926, including an increase in automobiles and textiles. Retail sales seem to be keeping pace with 1926, even increasing in certain localities. There has been some slight increase in stocks with some decline in wholesale prices.

There is a slight reduction in the number of factory workers industriously engaged during July as compared with July of 1926. However, our statistics deal only with factory workers and we know there had been an increase in the number of people employed in service lines, from which regular reports are not customarily obtained. By service lines are meant such occupations as automobile service and railroad operation, along with a number of other employments which do not lend themselves to regular classification and reporting.

Money rates are now low. The effect of that condition is to maintain enterprise. The important factor of time deposits is distinctly stronger than this time last year.

The agricultural outlook cannot be as yet determined. The price levels have improved. In the case of corn, one of the most important crops, we are still dependent a good deal upon the weather, but if fortune is favourable, through delay in early frosts, a large part of the crop should come through.

On the whole, we cannot complain nationally of the results during the present year, and so far as can be seen there are no disastrous economic currents about.

UNITED STATES CORN CROP

TRADE COMMISSIONER FREDERIC HUDD

New York City, September 9, 1927.—While the corn crop of the United States this year is estimated at 278,000 bushels less than a year ago, and is also expected to be one of the smallest crops in a quarter of a century, the Department of Agriculture's September forecast, issued to-day, predicts a yield of 2,456,561,000 bushels—an increase of 71,000,000 bushels above the August figures.

The condition of the crop declined 1.5 per cent as compared with its status of 71.2 per cent of normal estimated a month ago. Departmental crop experts explain that this is not unusual, as the condition of all crops generally declined in August, but if the decline is not large, the yield usually increases.

Spring wheat is forecast at 308,000,000 bushels and the total wheat crop at 861,000,000 bushels. The condition of the crop is said to be 7 per cent above the last five-year average, the increase being attributed to less rust damage than was feared a month ago. Durum wheat is forecast at 82,000,000 bushels.

IMPORT TRADE OF GOLD COAST COLONY

The total value of imports into the Gold Coast Colony in 1925 is given as £9,782,619, which represents a net increase of some £1,467,385 on 1924. Articles subject to an ad valorem duty increased in value by £488,449. This increase occurred mainly in cotton goods, silk goods, apparel and woollen goods. The only articles showing appreciable decreases under this head were medicines and drugs (patent and proprietary) and perfumery. The import trade with all parts of the British Empire represented 67.75 per cent of the total.

FOREIGN TRADE OF MEXICO, 1926

TRADE COMMISSIONER C. NOEL WILDE

[In the following report all values are given in Mexican pesos, the par value of the peso being 49.85 cents Canadian currency. Where weights are given in tons, metric tons of 2,204.6 pounds are referred to.]

I

A survey of the foreign trade of Mexico for 1924 was published in No. 1120 (July 18, 1925) and succeeding numbers of the *Commercial Intelligence Journal*; a further report, for the year 1925, which analysed each item in considerable detail, appeared in No. 1172 (July 17, 1926) and the following issues. Statistics have now been compiled by the Mexican Government of the foreign trade of the country for 1926; these have not yet been published, but a preliminary copy has been placed at the service of the Trade Commissioner.

In view of the comprehensive nature of the two reports mentioned, it is not intended in the present instance to analyse the figures of import and export for 1926 in detail. A review of the changes which took place during the year, with brief comments upon their bearing on the economic condition of the country, is all that will be attempted, leaving persons or firms interested in individual items to obtain further information from previous issues of the *Commercial Intelligence Journal*, as referred to above.

GENERAL CONDITIONS IN 1926

The year opened with a continuance of the tone of weakness which had characterized commercial conditions during the previous few months; this weakness was attributed generally, among other factors, to proposed legislation with regard to labour, oil, alien land holdings, and other subjects of a controversial nature. This situation continued until the month of June, when the Government announced that the payment of the interest on the external debt of the country would be renewed at an early date; the renewal of these payments started in July, and on the whole had a favourable effect; the situation was, however, complicated by difficulties in the application of the religious laws combined with a boycott of commerce on the part of retail buyers, which took place in the month of August and continued until the end of the year.

Other factors of an unfavourable nature were decreased oil production, the low price of the products of the mining industry, changes in the incidence of taxation, labour difficulties, and the lack of investment capital. Against these must be placed the strong position of the treasury at certain periods of the year, the high exchange value of the peso, the strong position maintained by foreign banks, the absence of revolutionary activities, and the continued prosperity of certain local manufacturing industries.

It would naturally be expected that these varying influences would be reflected in the returns of foreign trade, and these anticipations were confirmed when the statistics for the first three months of the year were published; these showed a decline in the value of imports of some 10 per cent, and a decline in exports of some $1\frac{1}{2}$ per cent. This situation continued until July, during which month the imports declined 20 per cent as compared with those of the previous year. An improvement then took place, and during the balance of the year (in spite of the boycott of commerce already referred to) a regular improvement in imports was noted, which culminated in December with an increase of 16 per cent over the figures for 1926. As a result, the total imports for 1926 show only a slight decrease ($2\frac{1}{2}$ per cent) as compared with 1925, while the exports actually show an increase of $1\frac{1}{2}$ per cent.

It must be admitted that these results (which are based upon the official returns of the Mexican Government) do not bear out the general impression of

reduced foreign trade, and give a more favourable picture of the purchasing capacity of Mexico than has been generally assumed. A brief analysis of the situation follows:—

GENERAL COURSE OF TRADE

The following statement gives details of the foreign trade of Mexico for the past three years:—

	Imports	Exports	Balance of Exports
1924	\$321,371,605	\$614,712,515	\$293,340,910
1925	390,996,172	682,484,832	291,488,660
1926	381,263,840	691,769,739	310,505,899

These figures at first sight appear highly satisfactory, indicating as they do a more "favourable" balance of trade for 1926 than had existed during the previous two years, and in fact the most favourable balance, with two exceptions, in the history of the country so far as statistics are available. It should be borne in mind, however, that many of the exports are not of such a nature as involves the establishment of foreign credits, and it is probable that the true balance is much less than shown, even if it exists at all.

A further analysis of the imports shows the following (in thousands of pesos, i.e. '000 omitted):—

(A) By Countries of Origin

	1924		1925		1926	
	\$	Per Cent	\$	Per Cent	\$	Per Cent
United States	233,195	72.6	274,496	70.4	268,622	70.4
Great Britain	22,535	7.0	30,665	7.8	28,245	7.4
Germany	23,203	7.2	29,867	7.7	28,075	7.3
France	16,057	5.0	20,907	5.3	17,603	4.6
Spain	7,476	2.3	8,131	2.1	7,648	2.1
All other	18,906	5.9	26,930	6.7	31,035	8.2
Total	321,372	100.0	390,996	100.0	381,264	100.0

(B) By Main Groups

	1924	1925	1926
Live animals	\$ 2,871	\$ 5,556	\$ 2,733
Food and drink	50,729	63,554	70,831
Raw or semi-manufactured products . .	42,423	42,347	43,618
Manufactured products	223,697	269,650	255,016
Gold, silver and coinage of gold and silver	1,652	9,889	9,065
	\$321,372	\$390,996	\$381,264

(C) By Quarterly Periods

	1924	1925	1926
January-March	\$ 60,537	\$ 99,114	\$ 90,217
April-June	88,013	101,852	95,525
July-September	84,798	96,746	95,180
October-December	88,024	93,284	100,342
	\$321,372	\$390,996	\$381,263

These three statements show in the first place that no changes of importance have taken place during recent years in the sources from which Mexico draws the bulk of her imports. They indicate, however, a considerable change in the nature of the commodities imported, food products assuming a greater and manufactured products a lesser importance in the total. They also show clearly the variation in the volume of imports during certain periods of the year under the influence of the general commercial situation, as mentioned earlier in this report.

II
Imports

The following gives, in the briefest possible form, a summary of the variations in the import trade of Mexico during the years 1925 and 1926, with such comments as may be useful in connection with the more important items. The main headings represent the classification of the Brussels Convention, which was adopted officially by the Mexican Government at the end of 1924.

LIVE ANIMALS

Imports in 1925, \$5,556,149; 1926, \$2,732,800.

The imports of live animals are of only minor importance as an indication of the progress or otherwise of the country; taken in conjunction with the exports, however, they indicate that fewer food animals are being imported, and more exported. This of itself is a highly favourable sign, but any deductions based on this fact must be qualified in view of the general impression that the live stock industry is not increasing to any marked extent. The following are the figures of import and export for the years 1925 and 1926:—

	Imports		Exports	
	1925	1926	1925	1926
	No.	No.	No.	No.
Horses	6,925	11,500	550	491
Cattle	91,700	33,011	39,909	98,144
Sheep	332	949	25,385	20,865
Hogs	325,492	211,338	41,720	52,520
Goats	19,537	572	....	....
Mules	10,136	6,748	1,046	624
Poultry	83,770	53,540	460	2,066

FOOD AND DRINK

Imports, 1925, \$63,553,836; 1926, \$70,831,365.

The most important items comprised in the above classification are as follows:—

	1925	1926
Lard	\$16,876,742	\$15,516,536
Wheat	5,261,008	10,010,233
Corn	5,379,333	7,824,766
Vegetable oils	4,052,335	4,135,743
Preserved animal foods	4,571,084	4,665,476
Flour	3,621,827	3,841,593
Eggs	2,224,015	1,918,271
Alcoholic liquors	1,897,800	1,890,734
Condensed Milk	1,202,666	1,500,345
Margarine and lard compounds	1,142,275	1,325,842
Malt	1,104,960	1,318,907
Fruit, dried	1,085,274	1,108,877
Butter	1,036,126	1,063,803
Fruit, fresh	480,239	1,021,640
Cheese	1,101,604	1,117,717

In no other case do the total imports reach a million pesos annually in value.

It will be observed that practically the whole of the increase for the year 1926 is accounted for by the two items of wheat and corn, which were imported in consequence of short local crops. In view of the importance of the former to Canadian interests, the following analysis of the imports may be of interest:—

	1925		1926	
	Tons	\$	Tons	\$
Germany	352	37,012	2,106	242,548
Argentina . . . . .	....	3	4,017	486,127
Canada	2,976	338,246	18,425	2,202,652
United States	40,429	4,885,677	60,245	7,078,846
Other countries . . . . .	....	70	....	60
	43,757	5,261,008	84,793	10,010,233

In no other cases are the variations in either value or sources of supply sufficiently great to enable any useful deductions to be made from them. It may be mentioned, however, that further details of a number of items listed under the heading of "Food and Drink" were published in *Commercial Intelligence Journal* No. 1173 (July 24, 1926).

RAW MATERIALS AND SEMI-MANUFACTURED PRODUCTS

Imports in 1925, \$42,347,956; 1926, \$43,617,867.

The items exceeding one million pesos in value, included under this heading, are as follows:—

	1925	1926
Mineral oils	\$12,787,277	\$10,290,354
Lumber	9,297,165	9,804,550
Wool	3,845,934	5,117,299
Coal	1,151,097	1,609,892
Animal fats	1,162,119	1,142,480
Jute, etc.	1,593,352	1,074,943
Wood pulp	957,041	1,018,432
Artificial silk	539,997	1,015,635

As this classification consists almost exclusively of materials which are required for the purpose of further manufacture within the country, the variation of the imports should form a valuable indication of the prosperity of the industries making use of them. Viewed in this light, the figures are not unfavourable, and in some cases (such as artificial silk and wool) may be considered as highly satisfactory. The following gives additional particulars of these items:—

Mineral Oils.—The decrease is almost entirely accounted for by reduced imports of crude oil, which is brought from the United States by some of the large oil companies for distillation in their Mexican refineries; these imports decreased from 176,074 tons in 1925 to 9,096 tons in 1926. Slight increases took place in the imports of fuel oil, lubricants, mineral wax, paraffin, and gasolene, and decreases occurred in illuminating oils, tar, asphalt, and gas oil. In no case, however, are the variations of importance.

Lumber.—The slight difference noted above is due to increased imports of corks required in the bottling of beers and other beverages, and also to a small increase in the demand for construction lumber, the imports of which rose from 194,495 tons in 1925 to 217,627 tons in 1926.

Wool.—The increase appears to be due to an increased demand for raw wool, which is used in the manufacture of textiles, hats, and particularly the Mexican *zarape*, or blanket, which is in universal use by the peon class. It is understood, however, that sales have recently fallen off and manufacturers are at present oversupplied.

Coal.—The increase is accounted for by additional imports from the United States of some 23,000 tons.

Animal Fats.—No details are given in the statistics which would enable useful deductions to be made from the small variations in imports shown above.

Jute, etc.—The decrease is entirely due to a reduction in the demand for jute, which is imported for the manufacture of bags and sacks required for the sugar, coffee, and other trades. The imports fell from 2,805 tons in 1925 to 2,531 tons in 1926, but these figures are insufficient to form an index to the prosperity of the industry.

Wood-pulp.—The figures given above reflect an increased output of paper from local mills. The principal sources of supply during 1926 were Sweden and to a small extent the United States and Germany. It is understood that Canadian prices during the season of 1925-26 were a little too high to be competitive, although the principal consumers are prepared to place orders in the Dominion whenever quotations are favourable.

Artificial Silk.—The large increase in the imports reflects the increasing use of artificial silk as a substitute for other fibres, and requires little comment. The principal sources of supply are Switzerland and Great Britain, although Italy, Czechoslovakia, and the United States have recently entered the market with a fair amount of success.

MANUFACTURED PRODUCTS

Imports for 1925, \$269,649,585; 1926, \$255,015,851.

The following are the principal items included under this heading:—

	1925	1926
Textiles and clothing	\$61,343,091	\$53,156,764
Machinery	40,386,813	39,628,709
Iron and steel	35,295,264	34,450,365
Vehicles	24,860,694	21,066,905
Industrial chemicals	10,995,151	12,364,836
Paper products	10,514,185	10,133,060
Rubber goods	10,128,924	9,617,804
Leather goods	7,591,379	8,965,776
Non-ferrous metals	6,398,607	6,523,717
Tools	6,049,578	6,145,351
Medicinal compounds	5,988,394	6,075,239
Glass and glassware	5,466,796	3,866,409
Furniture and wood	5,027,835	5,806,363

Other manufactured goods which are imported to an annual value of one million pesos and upwards are soaps and perfumery, musical instruments, explosives, paints and varnishes, rolling stock, electrical apparatus, earthenware and porcelain, jewellery, clocks and watches, and scientific apparatus.

Textiles and Clothing.—As will be seen, these form by far the largest item of manufactured goods which are imported into Mexico. The decrease in values noted above is accounted for by a general reduction in the purchase of textiles, and is not confined to any particular branch of the industry. In general, the figures appear to reflect a decreased demand rather than an improvement in the output of local factories, as it is known that the latter passed through a period of depression during the year 1926. A further cause of the reduction is found in increased duties on certain classes of goods which compete with native products, but it is difficult to estimate the influence of this factor on the total trade.

Machinery.—No details are given in the statistics which would enable a satisfactory analysis of this item to be made. It is known that the principal imports comprise mining, oil-well, and agricultural machinery, together with a smaller quantity of equipment for factories, railways, etc. The total volume decreased from 46,895 tons in 1925 to 43,700 tons in 1926, or a reduction of some 7 per cent; these figures are more favourable than was generally anticipated, and would appear to show that the depression in the mining, oil, and other industries did not affect imports to the extent that was anticipated.

Iron and Steel.—There is little variation in the total imports. There were, however, substantial decreases in barbed wire, enamelled wire, nails, and iron pipes, which are partly accounted for by increased duties and partly by lessened demand. On the other hand, there were increases in bars, sheets, tinplate, rolled joists, rails and fastenings, and sanitary ware.

Vehicles.—This item forms a valuable index to the purchasing capacity of the better classes in Mexico, as it includes passenger automobiles, which are not manufactured in the country. The following are the quantities comprised in the figures given above:—

	1925	1926
Motor trucks weighing up to $\frac{1}{2}$ -ton	92	84
Motor trucks weighing above $\frac{1}{2}$ -ton	5,346	1,571
Passenger autos weighing up to $\frac{3}{4}$ -ton	8,402	1,125
Passenger autos weighing above $\frac{3}{4}$ -ton	13,017	12,984

Industrial Chemicals.—The increase is principally accounted for by a greater demand for alkaline cyanides for use in the mining industry. There were also substantial increases in the imports of medicinal chemicals, industrial acids, the carbonates and bicarbonates of potassium and sodium, dyeing and tanning extracts, fertilizers, and caustic soda. Decreases took place in glycerine, aniline dyes, ammonia, carbide of calcium, and industrial oxides.

Paper Products.—The variations are of minor importance, and reflect the result of increased duties (which were imposed with the object of giving additional protection to the local industry) rather than a reduction in demand.

Rubber Goods.—The importations of rubber automobile tires decreased slightly during 1926 (from 1,817 tons in 1925 to 1,713 tons), but the reduction is chiefly due to a lessened demand for rubber manufactures such as packing, tubing, and similar items.

Leather Goods.—The imports of tanned hides increased in value from \$2,108,898 in 1925 to \$2,444,753 in 1926, thus reflecting the prosperity of the local footwear industry. The imports of slippers also increased, but there was a substantial reduction in boots and shoes, due largely to increased customs duties. No variation occurred in the imports of leather gloves, but "unspecified manufactures" rose from \$969,854 in 1925 to \$1,799,889.

Non-ferrous Metals.—The variations in the imports during 1926 are very small, and are insufficient to enable any useful deductions to be made.

Tools.—The item consists of ploughs and artisans' tools. Only slight variations occurred in the volume of imports in 1926 as compared with 1925, but the details indicate that, so far as ploughs are concerned, the United States is increasing her trade at the expense of Germany; in the case of tools, both Germany and the United States appear to be securing a portion of the trade which has previously gone to Great Britain.

Medicinal Compounds.—The item includes all kinds of medicines compounded for immediate use. No details are given of the various kinds of medicines, but there was a slight falling off in the volume imported (1,495 tons in 1925 as compared with 1,412 tons in 1926), which was due to increased duties, combined with increased competition by local-manufactured products. There is no evidence to show that the total consumption decreased during 1926.

Glass and Glassware.—There was a substantial reduction in all kinds of imports during 1926, with the exception of optical glass. The following are details:—

	1925	1926
Tableware	\$2,061,330	\$1,784,441
Flasks, jars and bottles	1,283,113	611,342
Window glass	1,301,425	802,557
Mirrors	544,426	384,541
Optical glass	170,711	202,748
Ornamental sheets	63,308	44,386
Floor and roof lights	42,483	36,394
	<hr/> \$5,466,796	<hr/> \$3,866,409

With regard to tableware, Czechoslovakia increased its trade at the expense of Germany, France, and the United States; the imports being in the luxury class, the reduction appears to indicate a lessened demand on the part of consumers. The decrease in the item of "flasks, jars, and bottles" is due to the competition of local products, which are in increasing demand; the same remark applies to window glass. Mirrors are not made in the country, and the decrease appears to indicate a lessened demand almost wholly at the expense of Germany. The increase in optical glass is due to variations in the normal demand, and the remainder of the items are too small to call for comment.

Furniture and Wood.—The item consists of the following:—

	1925	1926
Furniture	\$1,300,300	\$1,408,126
Box shooks	1,298,228	1,553,371
Barrels, etc.	791,203	1,085,327
Sundry	1,638,104	1,759,539
	<hr/> \$5,027,835	<hr/> \$5,806,363

The imports of furniture represent a normal increase. Box shooks are used principally by the oil companies, and to a certain extent for alcohol, the packing of fruit and vegetables, and by breweries; it is understood that the imports have fallen off recently, owing to the reduction in the output of oil, combined with severe local competition. No details are available which would enable an analysis of the remaining two items to be made.

Sundry.—With regard to other items mentioned above as being imported to an annual value of one million pesos and upwards, the imports of soap decreased from \$2,897,284 in 1925 to \$2,342,042 in 1926, on account of increased local competition. Perfumery decreased from \$1,770,347 to \$1,470,808, practically all at the expense of France, which is the principal source of supply. Musical instruments fell from \$4,486,433 to \$4,328,692, the loss being almost entirely in player pianos, which were overstocked by dealers in 1925. Explosives decreased from \$4,368,842 to \$4,180,708—a variation of no practical importance. Paints and varnishes also remained practically unchanged, the figures for 1925 being \$4,242,562 as compared with \$4,207,456 for 1926.

Rolling stock fell from \$3,907,604 to \$1,495,285, due to decreased deliveries for railway use. The item of "Electrical Apparatus" includes only such small equipment as bulbs, switches, contacts, arc lamps, etc., and the imports did not vary to any appreciable extent. Earthenware and porcelain increased from \$1,310,218 to \$1,497,775, the increase being represented by larger imports of tiles and sanitary ware; the imports of tableware, however, decreased to a small extent. Variations in the imports of jewellery, clocks and watches, and scientific apparatus were of minor importance.

No manufactured products other than the above were imported into Mexico to a value of \$1,000,000 during 1926. For further details reference should be made to *Commercial Intelligence Journal* Nos. 1175 to 1179, dated August 7, 1926, to September 4, 1926, inclusive.

Gold, Silver, and Coinage.—Imports in 1925, \$9,888,646; 1926, \$9,065,157. This item is of minor importance, and represents principally currency imported from the United States.

COMMERCIAL CONDITIONS IN MEXICO

TRADE COMMISSIONER C. NOEL WILDE

Mexico City, August 31, 1927.—During the month of August the Government announced the formation of a commission for the general purpose of studying the commercial situation throughout the country, with special reference to the manner in which this can be improved by changes in the export and import tariffs. The first sittings of the commission have not yet taken place, but it may be expected that they will result in a revised schedule of duties upon goods capable of being produced within the country, the policy of the Government being to give full encouragement to the consumption of natural products.

With the object of relieving the situation in the mining industry, the consular fee for the importation of the principal materials used in the mines was reduced during August from 10 per cent to 5 per cent. It is hoped that this will have an effect in stimulating production, although it is recognized that the

mines are at present passing through a difficult period on account of the low price of silver. The following are the official figures of mineral production in Mexico for the five months ending May 31 of the years shown:—

	1924	1925	1926	1927
Goldkilos	10,527	10,051	10,154	9,171
Silvertons	1,164	1,147	1,253	1,223
Leadtons	63,849	73,870	81,771	81,444
Coppertons	19,978	17,173	20,857	23,498
Zinctons	5,284	8,723	37,762	46,895
Mercurykilos	9,955	15,870	19,018	37,951

Thus it would appear that, in spite of impressions to the contrary, the mineral output maintains its volume, and in some cases has shown a remarkable increase during the past few years. The situation in regard to petroleum, however, continues to be relatively unsatisfactory, although the production for the month of May showed a slight increase of some 300,000 barrels as compared with April. At the same time, the total production for 1927 appears likely to be the lowest for the past ten years, and will possibly be from a half to a third of that for six years ago.

The boot and shoe industry appears to be fairly prosperous in comparison with others, and a similar situation exists in the manufacture of tobacco and cigarettes. The cotton industry is in a depressed state, partly owing to high wages demanded by the workmen, and partly to lack of demand on the part of the consuming population, which consists largely of the peon class. The woollen industry may possibly have shown a slight improvement, as it is known that substantial orders for raw material have recently been placed by a number of well-known mills. In the luxury trades the movement is reported to be below normal: the jewellery trade is suffering from lowered sales; automobile dealers report a reduced turnover in spite of the arrival of new models which have had some effect in stimulating demand for the moment. Imported foodstuffs have also increased in price lately, owing partly to changes in the tariff and partly to fluctuations in exchange—in fact, one importer states that he is no longer able to buy certain products of this kind from foreign sources on account of the high duties imposed. A number of hardware houses specializing particularly in tools and mechanical equipment report satisfactory sales, and department stores state that there has been little change in the situation during the past few months. The wholesale drug trade also appears to be maintaining its volume of business, but retailers claim that they are working under difficulties owing to the high prices which they have recently been compelled to charge on account of increased taxes imposed on patent medicines and other similar articles. The general business stagnation is reflected in the figures of operation of the national railways, which report an excess of receipts over expenditure for the month of May, 1926, of 665,000 pesos, as compared with 1,258,000 during the corresponding month of last year. For the five months ending May 31 last the figures were 3,315,000 pesos, as compared with 5,390,000 pesos for the same period of 1925.

Exchange on New York has been fairly steady at from 47.20 to 47.60. Discount on silver opened on the 1st at 5.90; it gradually rose to 6.75 on the 26th, after which there was an improvement, closing on the 31st at 6.50.

FOREIGN TRADE OF SIERRA LEONE IN 1926

A summary statement of the value of the imports into and domestic exports from Sierra Leone in 1926 shows that the former totalled £1,844,122 and the latter £1,562,525, exclusive of re-exports which amounted to £308,921. A large proportion of the trade of the colony was with the United Kingdom, that country providing £1,122,617 of the imports and receiving £721,675 of the domestic exports. Other countries of origin of the imports included the United States, £263,200; Germany, £106,724; and various French Possessions, £167,933.

TARIFF CHANGES AND CUSTOMS REGULATIONS

Canadian Products as Affected by the Franco-German Convention

TRADE COMMISSIONER HERCULE BARRÉ

Paris, September 5, 1927.—The new Commercial Convention between France and Germany which was signed on August 17, 1927, and came into force on September 6, is of importance to Canada, inasmuch as it has had the result of establishing a new minimum and general tariff on some goods mentioned in Lists A and B of the Franco-Canadian Convention of 1922.

The new minimum tariff granted to German goods *ipso facto* becomes applicable to Canadian goods now enjoying the benefit of the French minimum tariff. Canadian goods having the benefit of a percentage reduction on present French rates of duty shall enjoy, as from September 6, the same percentage of reduction, only that it shall be based on this new minimum and general tariff.

In this Franco-German Convention, which is to serve as a basis for the negotiation of new commercial treaties between France and foreign countries, substantial increases are noted in the rates of duty applied to certain lines, but on the other hand many lines enjoy lower rates than heretofore, and of these there are several which interest Canadian exporters, such as spare parts of agricultural machines.

If products from the United States which were subject to the general French tariff of 1910, in consequence of the Franco-German Convention come under the new general tariff, similar Canadian products, except where otherwise provided for, shall in conformity with clause 5 of the Franco-Canadian Convention of 1922 enjoy a reduction of 25 per cent of the difference between the new French general and minimum tariff.

The tariff treatment of German goods entering France is dealt with in four separate schedules annexed to the agreement termed Lists A, B, C, and D.

List B, which includes a long series of new minimum duties created by the French Government in virtue of the law of July 13, 1927 (see *Commercial Intelligence Journal* No. 1230 of August 27, 1927, page 291), constitutes the fundamental part of the Franco-German Convention. The new minimum rates of the French tariff apply automatically to imports into France from any country entitled to the minimum tariff on the items in question.

Appended is a list of former and new rates of duty in force under the French minimum tariff on some articles of interest to Canadian exporters:—

	Former Rates Applicable to Canada	New Rates Applicable to Canada
	Francs per 100 Kg.	
Kraft paper (Item No. 461)	102	80
Wallpaper (Item 461 bis)	104; 136.80	160; 230
Mowers; harvesters (Item 522)	40.80	80
Sowers, 400 kg. and over (Item 522)	76.80	80
Sowers under 400 kg. (Item 522)	96	100
Cultivators, spring tooth harrows, rakes, side rakes, tedders, one-furrow ploughs, 400 kg. and over (Item 522)	76.80	70
Same, under 400 kg. (Item 522)	96	70
Lawn mowers (Item 522)	96	100
Spare parts of agricultural machines, cast or grey iron, non malleable, moulded, lathed, filed or adjusted (Item 532)	182.50	80
Spare parts of agricultural machinery, malleable and wrought iron or steel (Item 533)	147.50 to 236	125 to 200
Wheat (Item 68)	18.20	25
Asbestos sheets, paper or board (Item 620 bis) . .	115; 230	150; 250
Asbestos thread or cord	336	420
Asbestos plait and other articles of asbestos (Item 620 bis)	420	1200
Carborundum sand or powder (Item 178 bis) . .	18.80	100
Glass flint or emery on cloth or paper (Item 178 ter)	138	130 to 275
The franc equals about 4 cents in Canadian money; 100 kg. equals 220 lbs.		

Franco-German Commercial Agreement

TRADE COMMISSIONER L. D. WILGRESS

Hamburg, September 2, 1927.—A new commercial agreement between France and Germany, which was signed on August 17, is to come into force provisionally, pending ratification, on September 6, 1927. The agreement remains in force until at any time after March 31, 1929, three months' notice of cancellation is given by either of the high contracting parties.

Attached to the agreement are six schedules, which provide for reduced rates of duty in both the French and German customs tariffs. The schedules A, B, C, and D concern the French tariff. Schedule D contains the conventional rates of duty which Germany will extend to French products under the agreement. The number of tariff items affected is considerable, but only a small proportion are of interest to Canada. The following are the tariff items, enumerated in schedule D, which are of the most importance to Canadian trade, the conventional rates of duty provided for in the Franco-German commercial agreement being compared with the general rates of duty at present applicable to Canadian products:—

Tariff Item	Description	Conventional Duty under Commercial Agreement Reichsmarks per 100 Kg.	General Duty
18	Red clover and lucerne seeds	3.50	18.00
	Other clover seeds	6.00	18.00
19	Grass seeds of all kinds	6.00	12.00
ex 45	Apples, fresh, in other packing than sacks	7.00	15.00
ex 135	Table cheese in single packages of 2½ kg. gross weight or less	30.00	40.00
ex 162	Flour, oven baked or roasted—		
	Of grain, except oats and barley	11.50	*12.50
	Of barley	18.75	18.75
	Of oats	18.75	18.75
ex 164	Pearled grain, grits and groats	18.75	18.75
ex 165	Other milled products—		
	Of grain, except oats	18.75	18.75
	Of oats	18.75	18.75
	Peas, ripe, shelled, split	4.00	18.75
ex 216	Fruit, cooked with sugar, for fine table use . .	80.00	150.00
ex 219	Canned fruit, not cooked with sugar	50.00	75.00
	Sardines in oil and otherwise than in oil	30.00	75.00
ex 389	Patent medicines	300.00	1,000.00
ex 574	Rubber vehicle tire tubes	125.00	240.00
ex 578	Solid rubber vehicle tires	100.00	360.00
	Vehicle tire casings	125.00	360.00
ex 915	Motor vehicles—		
	Motor cycles	220.00	250.00
	From January 1, 1928	190.00	210.00
	From July 1, 1928	160.00	160.00
	Others—		
	With a net weight of 2,200 kg. or less	150.00	150.00
	From January 1, 1928	100.00	100.00
	From July 1, 1928	75.00	75.00
	With a net weight of more than 2,200 kg.		
	up to 3,200 kg.	100.00	100.00
	From January 1, 1928	75.00	75.00
	From July 1, 1928	40.00	40.00
	With a net weight of more than 3,200 kg.	90.00	90.00
	From January 1, 1928	70.00	70.00
	From July 1, 1928	30.00	30.00

* Provisional duty in force until December 31, 1929.

The above conventional duties, with the exception of those on flour and patent medicines, are already in force, having been also provided for in trade treaties, already effective, concluded with other countries. The conventional duty on flour was in effect from April 11, 1927, until June 30, 1927, when it lapsed with a temporary agreement with France.

Schedule F of the Franco-German trade agreement gives the items of the German tariff for which French products are to receive most-favoured-nation treatment.

Exchange of Notes between Germany and Norway

The German Government have issued a decree of August 30, 1927, which brings temporarily into effect for a period of three months from September 6, 1927, the exchange of notes of April 27, 1927, whereby the conventional duty of reichsmarks 30 per 100 kg., applicable to sardines in air-tight containers, is made to apply to the following Norwegian products:—

Sea fishes of all kinds (the length of the live fish not exceeding 16 centimetres), prepared with tomatoes, also with a small addition of oil, pepper, and bay leaves in air-tight containers.

A previous exchanges of notes with Norway made the above rate applicable only to fish of the above description when prepared in oil, so that the effect of the recent decree is to extend this rate to canned little fish in tomato sauce.

FOREIGN EXCHANGE QUOTATIONS FOR THE WEEK ENDING
SEPTEMBER 19, 1927

The Foreign Exchange Department of the Bank of Montreal has furnished the following statement of the nominal closing quotations for all the principal exchanges for the week ending September 19, 1927. Those for the week ending September 12, 1927, are also given for the sake of comparison.

Country	Monetary Unit	Parity	Week Ending Sept. 12, 1927	Week Ending Sept. 19, 1927
Britain	£	\$4.863	\$4.8609	\$4.8636
Belgium	Belga	.1390	.1392	.1392
Czecho-Slovakia	Crown	.20263	.0296	.0296
Finland	Mark	.0252	.0252	.0252
France	Fr.	.1930	.0391	.0392
Holland	Florin	.4020	.4006	.4006
Italy	Lire	.1930	.0543	.0544
Spain	Pes.	.1930	.1688	.1734
Portugal	Esc.	1.0805	.0500	.0500
Switzerland	Fr.	.1930	.1928	.1928
Germany	Reichs Mk.	.2382	.2377	.2380
Greece	Dr.	.1930	.0133	.0134
Norway	Kr.	.2680	.2642	.2642
Sweden	Kr.	.2680	.2678	.2689
Denmark	Kr.	.2680	.2677	.2675
Austria	Schilling	.1407	.1412	.1412
Japan	Yen	.4985	.4710	.4675
Siam	Tical	.3709	.4500	.4500
India	Rupce	.3650	.3637	.3650
United States	\$	1.0000	.9996	.9995
Mexico . . . . .	\$	.4985	.4775	.4775
Argentine Rep.	Peso (Paper)	.4244	.4275	.4281
Brazil	Mil.	.5462	.1187	.1195
Jamaica	£	4.863	4.8600	4.8600
British Guiana	\$	1.0000	1.003—1.001½	1.003—1.001½
Barbados	\$			
Trinidad	\$			
Dominica	\$			
St. Kitts	\$			
Grenada	\$			
St. Vincent	\$	1.0000	1.003—1.001½	1.003—1.001½
Tobago	\$			
China	Tael		.6137	.6225
Batavia, Java	Guilder		.4006	.4008
Peru	Libra	4.8665	3.9000	3.9100
Singapore, Str. Settlement . . . . .	\$	.5678	.5612	.5612

TRADE INQUIRIES FOR CANADIAN PRODUCTS

Since the publication of the last *Commercial Intelligence Journal* there have been received the following inquiries for Canadian products. The names of the firms making these inquiries, with their addresses, can be obtained only by those specially interested in the respective commodities upon application to: "THE COMMERCIAL INTELLIGENCE BRANCH OF THE DEPARTMENT OF TRADE AND COMMERCE, OTTAWA," OR THE BOARDS OF TRADE AT ST. JOHN, HALIFAX, QUEBEC, SHELBROOKE, MONTREAL, TORONTO, WOODSTOCK, ST. MARY'S (ONT.), PORTAGE LA PRAIRIE, ST. BONIFACE (MAN.), WINNIPEG, VANCOUVER, NEW WESTMINSTER, AND PRINCE RUPERT; THE CHAMBERS OF COMMERCE AT BELLEVILLE, PETERBOROUGH, HAMILTON, ST. CATHARINES, STRATFORD, GUELPH, BRANTFORD, LONDON, ST. THOMAS, SARNIA, AND VICTORIA (B.C.); THE CHAMBRE DE COMMERCE, DISTRICT OF MONTREAL; BORDER CHAMBER OF COMMERCE, WINDSOR; THE CANADIAN MANUFACTURERS' ASSOCIATION OFFICES AT TORONTO, MONTREAL, WINNIPEG, EDMONTON, VANCOUVER, AND VICTORIA; AND THE KITCHENER AND WATERLOO MANUFACTURERS' ASSOCIATION, KITCHENER (ONT.).

Foodstuffs

[The Trade Inquiries referring to West Africa should be read in conjunction with the report published on page 404.]

874. CANNED GOODS.—A commission agent in England desires to hear from Canadian producers of canned goods of all types suitable for the West African Coast trade.

875. CANNED SALMON.—A London firm possessing connections in West Africa and other overseas countries are desirous of securing the representation of Canadian exporters of canned salmon.

876. CONDENSED MILK.—An English commission agent desires to hear from Canadian producers of condensed milk, particularly firms who are conversant with West African trade.

877. CHEESE.—A commission agent in England conversant with West African trade desires to hear from Canadian exporters of cheese who can offer a type similar to Dutch Edam cheese.

878. MILK BLOCK COCOA (SWEETENED AND UNSWEETENED).—A London indent firm would like to receive quotations f.o.b. Canadian port from Canadian manufacturers who are in a position to export to South Africa.

879. FLOUR.—A London firm possessing connections in West Africa and other overseas countries are desirous of securing the representation of Canadian millers of flour.

880. FLOUR.—An English commission agent with excellent knowledge of West African trade desires connections with Canadian millers interested in this trade with a view to sales through English indent and merchant houses.

Miscellaneous

881. BARLEY.—A Londonderry firm want to get in touch with millers of barley for human and cattle food.

882. HAY.—A West of England hay importer desires quotations from Canadian sources in quantities of 100 to 200 tons per month. Quotations c.i.f. Southampton or Avonmouth.

883. RAW FLAX AND TOW.—A Ghent (Belgium) importer desires to hear from Canadian exporters of raw flax and tow. Prices c.i.f. Antwerp.

884. FISH MEAL.—A firm in Hamburg wish to get in touch with first-class Canadian shippers of fish meal for fodder purposes.

885. CANVAS.—A Japanese firm wish to receive samples and prices from Canadian firms in a position to export rubberized shoe cotton canvas to this market.

886. PINE PITCH AND TAR.—An Antwerp importer desires to hear from Canadian exporters of pine pitch and tar. Prices c.i.f. Antwerp.

887. WOOD WOOL.—An import firm in Cork, Irish Free State, are open to represent Canadian exporter.

888. WOODEN SHOE PEGS.—A Japanese firm wish to be put in touch with Canadian firms in a position to ship wooden shoe pegs.

889. TELEGRAPH POLES.—An Argentine firm open to receive quotations on telegraph poles wish to hear from Canadian exporters. Particulars on file.

890. DOUGLAS FIR.—A firm of timber brokers at Liverpool wishing to expand their Canadian business are anxious to get in touch with Canadian exporters who are not already represented in this market.

891. FIBRE BOARD.—Montevidean importer would like to receive quotations and small samples of fibre board, suitable for trunk making, together with necessary data.

892. BRUSHES.—A West of England company, with offices in Birmingham, London, and Liverpool, desire the United Kingdom agency for a Canadian manufacturer producing high-quality brushes of all types.

893. HAND TOOLS.—Montevidean firm of importers wish to receive quotations and catalogues.

894. HIGH-TENSION OVAL STEEL WIRE.—Montevidean importer wishes to receive quotations from Canadian manufacturers.

895. GIGS OR CARTS.—Importer in Uruguay desires to receive quotations and catalogues from Canadian manufacturers of two-wheeled light single-horse gigs or carts with and without top.

896. AGRICULTURAL MACHINERY.—Importer in Uruguay is interested in receiving quotations and catalogues from Canadian manufacturers dealing in harrows and other agricultural machinery but not including harvesters, threshers, or ploughs.

897. GENERAL WEST AFRICAN TRADE.—An English commission agent conversant with West African trade desires to hear from Canadian manufacturers and exporters with a view to representation for West African trade.

PROPOSED SAILINGS FROM CANADIAN PORTS

(The sailing dates are approximate and subject to change without notice)

From Montreal

To ANTWERP.—Canadian Hunter, Oct. 1; Canadian Trapper, Oct. 12; Canadian Raider, Oct. 22—all C.G.M.M.; Berwyn, Canadian Pacific, Oct. 1.

To AVONMOUTH.—Huronian, Oct. 1; Colonial, Oct. 15; Oxonian, Oct. 22—all White Star-Dominion; Concordia, Cunard Line, Oct. 8.

To BELFAST, LONDONDERRY, CORK AND DUBLIN.—Torr Head, Head Line, Oct. 9.

To CARDIFF AND SWANSEA.—Canadian Victor, Oct. 7; Canadian Commander, Oct. 21—both C.G.M.M.

To DUNDEE.—Cairnvalona, Thomson Line, Oct. 15.

To GLASGOW.—Metagama, Sept. 29; Balfour, Oct. 8—both Canadian Pacific; Letitia, Sept. 23; Gracia, Sept. 30; Carmia, Oct. 14; Letitia, Oct. 21—all Cunard Line.

To HULL.—Ariano, Oct. 4; Comino, Oct. 25—both Furness Line.

To LIVERPOOL.—Minnedosa, Sept. 30; Montclare, Oct. 7; Montrose, Oct. 14; Montcalm, Oct. 21—all Canadian Pacific; Regina, Oct. 1; Calgaric, Oct. 5; Megantic, Oct. 8; Doric, Oct. 15; Albertic, Oct. 22—all White Star-Dominion; Andania, Cunard Line, Oct. 14.

To LONDON.—Canadian Hunter, Oct. 1; Canadian Trapper, Oct. 12; Canadian Raider, Oct. 22—all C.G.M.M.; Ausonia, Sept. 30; Antonia, Oct. 7; Ascania, Oct. 14; Alaunia, Oct. 21—all Cunard Line; Ariano, Oct. 4; Comino, Oct. 25—both Furness Line.

To MANCHESTER.—Manchester Citizen, Sept. 29; Manchester Division, Oct. 6; Manchester Brigade, Oct. 13; Manchester Regiment, Oct. 20—all Manchester Liners.

To NEWCASTLE AND LEITH.—Cairntorr, Oct. 1; Cairncross, Oct. 8; Cairnvalona, Oct. 15; Cairnesk, Oct. 22—all Thomson Line.

To HAMBURG.—Scatwell, Oct. 6; Cairnglen, Oct. 20—both Thomson Line; Golden Gate, County Line, Oct. 7; Brandon, Canadian Pacific, Oct. 8.

To HAVRE.—Grey County, County Line, Oct. 20.

To ROTTERDAM.—Key West, Oct. 5; Hada County, Oct. 21—both County Line.

To COPENHAGEN AND BALTIC PORTS.—Frode, Oct. 5; Ivar, Oct. 20—both Scandinavian-American Line.

To SOUTH AND WEST AFRICAN PORTS.—Cochrane, Elder Dempster Line, Oct. 15.

To NORWEGIAN PORTS.—Randsfjord, Oct. 2; Idefjord, Oct. 15—both Norwegian-American Line.

To SOUTH AMERICAN PORTS.—A steamer, Canadian-South American Line, Oct. 25.

To AUSTRALIAN PORTS.—Canadian Traveller, Oct. 1; Canadian Transporter, Oct. 22—both C.G.M.M.; a steamer, New Zealand SS., Oct. 17.

To NEW ZEALAND PORTS.—A steamer, New Zealand SS., Oct. 24; Canadian Seigneur, C.G.M.M., Oct. 25.

TO ST. KITTS, ANTIGUA, BARBADOS, TRINIDAD AND DEMERARA.—Canadian Beaver (calls at Guadeloupe), Oct. 6; Canadian Otter, Oct. 20—both C.G.M.M.

TO BERMUDA, BAHAMAS, JAMAICA AND BRITISH HONDURAS.—Canadian Fisher, Oct. 5; Canadian Forester, Oct. 26—both C.G.M.M.

TO ST. JOHN'S, Nfld. (via CHARLOTTETOWN).—Canadian Sapper, C.G.M.M., Oct. 13; Farnham, Canada Steamship Lines, Oct. 4.

TO CORNERBROOK, Nfld.—New Northland, Sept. 28; Oct. 12; Nayarit, Oct. 3, Oct. 17—both Clarke SS. Co.

From Quebec

TO ANTWERP AND SOUTHAMPTON.—Montroyal, Oct. 5; Montnairn, Oct. 19—both Canadian Pacific

TO SOUTHAMPTON AND HAMBURG.—Empress of Scotland, Sept. 28; Empress of France, Oct. 12; Empress of Scotland, Oct. 26—all Canadian Pacific.

From St. John

TO BERMUDA, ST. KITTS, ANTIGUA, MONTSERRAT, DOMINICA, ST. LUCIA, BARBADOS, ST. VINCENT, TRINIDAD AND DEMERARA.—Canadian Volunteer, C.G.M.M., Oct. 8.

From Halifax

TO LIVERPOOL.—Nova Scotia, Oct. 8; Newfoundland, Oct. 26—both Furness, Withy.

TO LONDON.—Incemore, Sept. 28; Kenmore, Oct. 17—both Furness, Withy.

TO LONDON AND HULL.—Ariano, Furness, Withy, Oct. 8.

TO MANCHESTER.—Manchester Citizen, Oct. 3; Manchester Division, Oct. 10—both Furness, Withy.

TO ST. JOHN'S, Nfld.—Nova Scotia, Oct. 8; Newfoundland, Oct. 26—both Furness, Withy; Farnorth, Sept. 27, Oct. 8; Sambro, Oct. 3—both Farquhar SS.; Silvia, Sept. 27, Oct. 11; Nerissa, Oct. 4, Oct. 18—both Red Cross Line.

TO EAST COAST NEWFOUNDLAND PORTS.—Sambro, Farquhar SS., Oct. 3; Magna, Newfoundland-Canada Traders, Oct. 10.

TO WEST COAST NEWFOUNDLAND PORTS.—Skipper, Farquhar SS., Oct. 13.

TO SOUTH COAST NEWFOUNDLAND PORTS AND ST. PIERRE-MIQUELON.—Pro Patria, French Mail Service, Sept. 27, Oct. 11; Sambro, Oct. 3; Skipper, Oct. 13—both Farquhar SS.

TO BERMUDA, ST. KITTS, NEVIS, ANTIGUA, MONTSERRAT, DOMINICA, ST. LUCIA, BARBADOS, ST. VINCENT, GRENADA, TRINIDAD AND DEMERARA.—Canadian Pathfinder, Oct. 7; Canadian Volunteer, Oct. 21—both C.G.M.M.; Haraldshaug, Sept. 29; Adolf Bratt, Oct. 13—both Pickford & Black.

TO SANTIAGO (CUBA) AND KINGSTON (JAMAICA).—Caledonia, Oct. 5; Andalusia, Oct. 19—both Pickford & Black.

From Vancouver

TO YOKOHAMA, KOBE, NAGASAKI, SHANGHAI, HONG KONG AND MANILA.—Empress of Asia, Canadian Pacific, Oct. 13.

TO YOKOHAMA, KOBE AND DAIREN.—Paris Maru, Oct. 6; Africa Maru, Oct. 18; London Maru, Oct. 20—all Osaka Shosen Kaisha.

TO YOKOHAMA, KOBE, MIKE AND HONG KONG.—Protesilaus, Sept. 27; Talthybius, Oct. 18—both Blue Funnel.

TO HONOLULU, SUVA, AUCKLAND AND SYDNEY.—Niagara, Canadian-Australasian Service, Oct. 19.

TO MARSEILLES, BARCELONA, GENOA, LEGHORN, NAPLES, VENICE AND TRIESTE.—Feltre, Navigazione Libera Triestina, Oct. 10.

TO LIVERPOOL, SOUTHAMPTON, LONDON AND ROTTERDAM.—Loch Monar, Oct. 7; Loch Gail, Oct. 21—both North Pacific Coast Line.

TO GLASGOW, HAMBURG, ROTTERDAM AND ANTWERP.—Moerdyk, North Pacific Coast Line, Oct. 9.

TO BRISBANE, SYDNEY, NEWCASTLE, MELBOURNE AND ADELAIDE.—Roxen, Australian Service, Oct. 25.

TO LIVERPOOL, LONDON AND HULL.—City of Evansville, Ellerman & Bucknall SS., Oct. 21.

TO KINGSTON (JAMAICA), PORT OF SPAIN (TRINIDAD), AND BRIDGETOWN (BARBADOS)—Chr. Knudsen, Canadian Transport Co., Oct. 10.

LISTS OF ACTS ADMINISTERED AND PUBLICATIONS ISSUED BY THE DEPARTMENT OF TRADE AND COMMERCE

Applications for these Acts of Parliament and other publications in this list, together with remittances for the same, should be addressed to the King's Printer, Government Printing Bureau, Ottawa, marked "Attention Chief Clerk of Distribution".

Copper Bars and Rods Bounty Act. Copyright Act.
Electricity and Fluid Exportation Act. Electricity Inspection Act.
Electric Units Act. Gas Inspection Act. Gold and Silver Marking Act.
Grain Act. Hemp Bounty Act. Inland Water Freight Rates Act.
Patent Act. Statistics Act. Trade Mark and Design Act.
Timber Marking Act. Inspection of Water Meters Act.
Weights and Measures Inspection Act.

MISCELLANEOUS

Annual Report of the Department of Trade and Commerce. (Price 10 cents.)
Annual Report of the Board of Grain Commissioners for Canada. (Price 25 cents.)
Annual Report of Weights and Measures, Electricity and Gas. (Price 10 cents.)
Canada-British West Indies-Bermuda-British Guiana-British Honduras Trade Agreement (1925). (Price 10 cents.)
Canada West Indies Conference (1920). (Price 25 cents.)
Canada-West Indies Conference Report, (1925). (Price \$1.)
Dominion Grain Research Laboratory (1920). (Price 10 cents.)
Electrical Standards and their application to Trade and Commerce.
Final Report of the Fuel Controller (1920).
Grain Inspection in Canada (1914). (Price 25 cents.)
List of Licensed Elevators, etc. (Price 50 cents.)
Motion Pictures, Catalogue of. (Price 10 cents.)
Pan-Pacific Commercial Conference (1923). (Price 10 cents.)

PUBLICATIONS OF THE COMMERCIAL INTELLIGENCE SERVICE

NOTE.—Publications of the Commercial Intelligence Service are free to subscribers to the Commercial Intelligence Journal.

Commercial Intelligence Journal Weekly (In English and French), containing Reports of Trade Commissioners and other Commercial Information. Annual Subscription: In Canada, \$1; single copies, 5 cents. Outside Canada \$3.50; single copies, 10 cents.
Chinese Markets for Canadian Products (1919). (Price 25 cents.)
Denmark as a Market for Canadian Products (1926). (Price 25 cents.)
German War and its Relation to Canadian Trade (1914). (Price 25 cents.)
Indian Empire as a Market for Canadian Products (1922). (Price 25 cents.)
Lumber Market of Japan (1926). (Price 25 cents.)
Markets of British Malaya (1923). (Price 25 cents.)
Markets of Jamaica and the Republic of Colombia, Venezuela and Panama (1922). (Price 25 cents.)
Packing for Overseas Markets (1922). (Price 25 cents.)
Peru as a Market for Canadian Products (1926). (Price 25 cents.)
Report of Special Trade Commission to Great Britain, France and Italy. (French and English) 1916). (Price 25 cents.)
Representation in British and Foreign Markets (1923). (Price 25 cents.)
Republic of Chile: Its Economic Condition and Trading Opportunities (1923). (Price 25 cents.)
Russian Trade (1916). (Price 25 cents.)
Trade after the War (1916). (Price 25 cents.)
Timber Import Trade of Australia (1917). (Price 25 cents.)
Trade between Canada and the British West India Colonies (1920). (Price 25 cents.)
Trade of the New Countries of Southeast Europe (1921). (Price 25 cents.)
Trading Opportunities in Scandinavia (1922). (Price 25 cents.)
Trading with Egypt (1921). (Price 25 cents.)
Trading with Greece (1921). (Price 25 cents.)
Trade with South China (1918). (Price 25 cents.)
Trading with Spain (1920). (Price 25 cents.)
Toy Making in Canada (1916). (Price 25 cents.)
West Africa and its Opportunities for Canadian Trade (1921). (Price 25 cents.)

PUBLICATIONS OF THE DOMINION BUREAU OF STATISTICS

The following is an abbreviated list of publications of the Bureau of Statistics.

Census of Canada.
Census of Prairie Provinces (1916).
Miscellaneous Statistics respecting the following: Criminal; Education; Finance (Provincial and Municipal); Transportation, including railways and tramways, express, telegraphs, telephones water, etc.; Production, including agriculture, furs, fisheries, forestry, mining and manufactures; Vital (annual and monthly).
Monthly Bulletin of Agricultural Statistics
Sixty Years of Canadian Progress (1927). (Price 10 cents.)
Year Book of Canada.
Report of the Dominion Statistician, Annual.
Trade of Canada (Imports and Exports), Annual and Monthly
Trade (Internal), including grain, live stock, coal prices, etc.

COMMERCIAL INTELLIGENCE SERVICE

CANADIAN TRADE COMMISSIONERS

Argentine Republic

E. L. McColl, Reconquista No. 46, Buenos Aires. *Cable Address, Canadian.*

Australia

D. H. Ross. Address for letters—Box 196C. G.P.O., Melbourne. Office—Safe Deposit Building, Melbourne. *Cable Address, Canadian.*

Commercial Agent: B. Millin, The Royal Exchange Building, Sydney, N.S.W.

Belgium

Yves Lamontagne, 98 Boulevard Adolphe Max, Brussels. *Cable Address, Canadian.*

Brazil

A. S. Bleakney. Address for letters—Caixa Postal 2164 Rio de Janeiro; office, Avenida Rio Branco, 9. *Cable Address, Canadian.*

British West Indies

R. T. Young, Acting Trade Commissioner. Address for letters—P.O. Box 125, Port of Spain, Trinidad. Office, Colonial Bank Building. (Territory includes Barbados, Windward and Leeward Islands, British Guiana Porto Rico and Venezuela). *Cable Address, Canadian.*

P. W. Cook. Address for letters—P.O. Box 225, Kingston, Jamaica. Office—Jamaica Mutual Life Insurance Building. (Territory covers Jamaica, Cuba, Hayti, San Domingo, Central American States, Colombia, Bermuda and the Bahamas.) *Cable Address, Cantracom.*

China

L. M. Cosgrave. Address for letters—P.O. Box 300. Office—North China Daily News Building, 17 The Bund, Shanghai. *Cable Address, Cancoma.*

France

Hercule Barré, 17 and 19 Boulevard des Capucines, Paris. *Cable Address, Cancomac.*

Germany

L. D. Wilgress, Gutrufhaus, Neuerwall 10, Hamburg 36. *Cable Address, Mapleleaf.* (Territory covers Germany, Russia; the countries on the eastern shore of the Baltic, Poland and Czecho-Slovakia.)

Holland

A. B. Muddiman, Beursplein 26B, Rotterdam. (Territory includes the Rhine valley.) *Cable Address, Canadian.*

India and Ceylon

H. R. Poussette, P.O. Box 2003, office, Sassoon House, 4 Lyons Range, Calcutta. *Cable Address, Canadian.*

NOTE.—Bentley's Complete Phrase Code is used by Canadian Trade Commissioners.

Irish Free State

F. W. Fraser, 66 Upper O'Connell street, Dublin. *Cable Address, Canadian.*

Italy

Jean J. Guay, Via Manzoni Nr. 5—Milan (2). *Cable Address, Canadian.*

Japan

J. A. Langley. Address for letters, P.O. Box 230. Office, Room No. 2, Meikai Building, Kobe. *Cable Address, Canadian.*

Mexico

C. Noel Wilde. Address for letters, Apartado Num. 126-bis, Mexico City. Office, Edificio Banco de Londres y Mexico, Num. 30. *Cable Address, Cancoma.*

Netherlands East Indies

R. S. O'Meara, P.O. Box 84, Batavia, Java. (Territory includes Straits Settlements, Federated Malay States, Indo-China, and Siam.) *Cable Address, Canadian.*

New Zealand

C. M. Croft. Address for letters, P.O. Box 33, Auckland. Office, Union Buildings, Customs street, Auckland. *Cable Address, Canadian.*

South Africa

G. R. Stevens, P.O. Box 683. Office, Westminster House, Adderly street, Cape Town. *Cable Address, Cantracom.*

United Kingdom

Harrison Watson, Canadian Building, Trafalgar Square, London, S.W. 1, England. (Territory covers Home Counties, South-Eastern Counties and East Anglia.) *Cable Address, Sleighing, London.*

J. Forsyth Smith, Fruit Trade Commissioner, Century Bldgs., 31 North John Street, Liverpool. *Cable Address, Canfrucum.*

Harry A. Scott, Trade Commissioner, Century Bldgs., 31 North John Street, Liverpool. (Territory covers North of England, Lincolnshire, North Midlands and North Wales.) *Cable Address, Cantracom.*

Douglas S. Cole, Sun Building, Clare street, Bristol. (Territory covers West of England, South Wales and South Midlands). *Cable Address, Canadian.*

Gordon B. Johnson, 87 Union street, Glasgow, Scotland. (Territory covers Scotland and Northern Ireland.) *Cable Address, Cantracom.*

United States

Frederic Hudd, 44 Whitehall street, New York City. *Cable Address, Cantracom.*

Commercial Intelligence Journal

Issued Every Saturday by the Department of Trade and Commerce

Minister: Hon. James Malcolm, M. P.

Deputy Minister: F. C. T. O'Hara

Published in English and French. Subscription Price for either edition: \$1 per annum in Canada (single copies 5 cents each); \$3.50 outside the Dominion (single copies 10 cents each). Remittances, which may be made by Post Office or Express Orders, or Drafts, or Cheques, payable at par in Ottawa, should be addressed to the King's Printer, Government Printing Bureau, Ottawa.

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TRADE COMMISSIONERS ON TOUR

Three Trade Commissioners are at present undertaking tours of the Dominion in the interests of Canadian trade. These are Mr. Harrison Watson (London); Mr. G. B. Johnson (Scotland and Northern Ireland); and Mr. C. M. Croft (New Zealand). The following are the dates of their itineraries:—

Mr. Harrison Watson

Montreal... .. September 22 to October 4
Vancouver and Victoria... .. October 10 to October 20

Mr. G. B. Johnson

Winnipeg... .. October 2 to October 8
Brandon... .. October 8 and October 9
Regina... .. October 10 and October 11
Moose Jaw... .. October 12 and October 13
Calgary... .. October 15
Vancouver... .. October 23 to November 7

Mr. C. M. Croft

St. Catharines... .. October 3
Oshawa... .. October 5

Canadian firms who desire to be brought in touch with the Trade Commissioners or to interview them are requested to communicate, in the case of Montreal, Vancouver, and Victoria, with the Secretary of the Canadian Manufacturers' Association, and in that of the other cities included in the above itineraries with the secretary of the Board of Trade or the Chamber of Commerce.

SUMMARY OF THE TRADE OF CANADA: MONTH, FIVE MONTHS, AND TWELVE MONTHS ENDING AUGUST 1927

(Compiled by External Trade Branch, Dominion Bureau of Statistics)

Main Groups	Month of August, 1927				Five Months ending August, 1927				Twelve Months ending August, 1927			
	From United Kingdom		From United States		From United Kingdom		From United States		From United Kingdom		From United States	
	Total Imports	\$	Total Imports	\$	Total Imports	\$	Total Imports	\$	Total Imports	\$	Total Imports	\$
<i>Imports for Consumption</i>												
Agricultural and vegetable products.....	19,451,031		3,506,289	8,142,777	95,883,725	18,726,068	43,006,623	294,292,584	43,089,663	101,442,662		
Animals and animal products.....	5,091,827		471,417	3,141,619	23,173,773	2,320,039	14,551,198	55,731,723	5,264,888	30,144,462		
Fibres, textiles and textile products.....	16,688,079		7,180,115	5,093,629	71,782,020	28,311,981	24,224,254	182,301,517	72,343,811	370,734,197		
Food, wood products and paper.....	4,613,085		453,802	3,903,512	21,115,362	1,898,912	17,635,123	49,736,247	4,125,941	41,381,058		
Iron and its products.....	23,310,387		1,577,025	21,033,406	118,386,136	7,884,923	107,005,865	246,635,928	16,294,822	216,461,755		
Non-ferrous metals and their products.....	15,051,914		435,170	23,472,235	23,472,981	2,519,066	19,040,359	56,436,321	5,793,160	44,279,491		
Non-metallic minerals and their products.....	15,066,410		1,809,593	11,129,626	65,994,153	7,065,520	49,032,040	139,087,149	32,026,370	128,156,242		
Chemicals and allied products.....	2,637,499		368,783	1,731,510	13,757,438	1,743,566	9,296,811	32,770,715	4,343,257	21,090,227		
Miscellaneous commodities.....	7,338,108		1,369,596	5,018,067	26,109,662	4,768,446	17,736,100	62,824,276	10,104,080	44,587,853		
Total imports, 1927.....	99,348,340		17,169,760	63,431,211	459,675,240	75,867,854	301,489,380	1,066,926,580	173,456,412	705,956,254		
1926.....	89,669,575		14,675,414	59,512,035	423,641,165	66,350,507	283,878,551	976,886,332	163,146,360	647,690,250		
1925.....	82,074,474		14,878,392	54,843,518	374,083,565	66,935,357	245,937,938	837,787,939	156,567,982	540,967,112		
<i>Exports (Canadian produce)</i>												
Agricultural and vegetable products.....	32,674,459		15,349,665	4,238,158	196,277,173	106,280,770	22,158,459	554,663,205	325,327,047	59,677,868		
Animals and animal products.....	15,933,033		7,581,919	6,037,384	59,397,299	20,719,344	31,923,074	165,802,072	58,280,246	83,065,304		
Fibres, textiles and textile products.....	2,016,287		190,790	639,059	4,824,741	842,480	2,247,794	9,556,552	1,270,246	4,331,114		
Food, wood products and paper.....	26,770,561		2,285,828	22,417,213	118,740,567	8,324,296	99,882,718	285,674,295	16,951,725	242,573,432		
Iron and its products.....	5,512,367		594,771	730,320	27,175,880	3,114,903	3,621,387	74,746,118	8,854,204	10,394,133		
Non-ferrous metals and their products.....	6,889,646		848,696	3,295,103	35,126,345	6,158,487	16,697,902	83,099,199	14,706,831	39,864,741		
Non-metallic minerals and their products.....	2,374,218		104,601	1,467,512	10,295,994	817,046	6,128,370	28,073,618	2,461,750	16,429,141		
Chemicals and allied products.....	1,400,446		364,941	653,637	6,858,598	1,574,415	3,158,948	17,593,513	3,664,139	8,811,783		
Miscellaneous commodities.....	1,585,157		335,863	850,992	6,713,706	1,473,994	3,799,091	17,686,827	4,027,115	9,642,276		
Totals, 1927.....	94,216,194		27,657,074	41,129,378	465,410,243	149,305,696	189,627,743	1,246,925,399	435,543,304	474,699,822		
1926.....	90,621,419		29,529,010	41,248,913	470,642,350	160,638,493	181,347,467	1,323,180,712	499,439,615	471,829,720		
1925.....	111,409,525		42,156,445	42,553,372	462,817,429	169,436,438	184,505,107	1,130,753,557	420,256,197	440,730,628		
<i>Exports (Foreign produce)</i>												
Totals, 1927.....	1,738,701		112,678	1,508,559	8,218,582	1,479,108	6,079,401	17,623,354	2,006,010	14,084,594		
1926.....	1,041,811		63,821	873,568	6,010,864	618,606	4,907,248	13,976,618	1,273,582	11,360,821		
1925.....	1,004,289		64,757	774,774	5,378,592	373,607	4,511,295	12,604,353	1,032,231	10,441,347		
<i>Excess of Imports (i) or All Exports (e)</i>												
1927.....	(i) 3,393,445		(e) 10,509,992	(i) 20,793,274	(e) 13,983,585	(e) 74,916,950	(i) 105,782,236	(e) 197,622,173	(e) 264,002,902	(i) 216,501,338		
1926.....	(e) 1,993,655		(e) 34,917,417	(i) 17,419,554	(e) 53,012,049	(e) 94,906,592	(i) 97,623,843	(e) 360,270,998	(e) 337,566,837	(i) 164,469,709		
1925.....	(e) 30,339,340		(e) 27,342,810	(i) 11,515,372	(e) 94,112,456	(e) 102,874,688	(i) 56,921,536	(e) 305,569,971	(e) 264,740,445	(i) 89,794,637		

ADVERTISING IN THE MIDDLE EAST

TRADE COMMISSIONER R. S. O'MEARA

Batavia, Java, July 23, 1927.—In ordinary advertising practice it is usual first to ascertain the population, and what might be termed the “density appeal”, in any given area where publicity is contemplated. It is the position of signboards that regulate their usefulness, and so their price; it is the circulation of a newspaper, and the type of people who read it, that may determine its value as an advertising medium for any given commodity. Similarly, it may be the nature and size of the population of a country generally which will be the governing factor in deciding for or against an advertising campaign. That this last is not the case in the ordinary sense except for appeal to the European element in the East will be seen, but a summary of the situation should be helpful as a background in considering the possibilities involved.

Area and Population

Territory	Area (Approx.) Sq. Miles	Total	Population	
			European (Approx.)	Predominating Commercial Influence
<i>Straits Settlements—</i>				
Singapore	217	457,571	9,300	Chinese
Penang	108	310,781		Chinese
Malacca	720	160,886		Chinese
<i>Federated Malay States—</i>				
Perak	7,875	599,055 (1)	2,000	Chinese and Indian
Selangor	3,200	401,009 (2)	2,500	Chinese and Indian
Pahang	14,300	146,064 (3)	278	Malay
Negri Sembilan (confed- eration of nine states)	2,550	178,762 (4)	894	Malay
<i>Unfederated States—</i>				
Kedah	3,800	338,558	300	Malay
Johore	7,678	282,234	618	Malay
<i>Java and Madura</i>	<i>50,752</i>	<i>34,984,171</i>	<i>135,288</i>	Chinese
<i>All N.E. Indies</i>	<i>733,681</i>	<i>49,350,834</i>	<i>169,708</i>	Native for outer possessions.

- (1) Of which over 220,000 Chinese.
- (2) Of whom 170,000 Chinese and 132,645 Indian.
- (3) Nearly all Malays.
- (4) Of which more Malays than any else.

POPULATION AND PURCHASING POWER

In no Eastern country can the purchasing power of the area as a whole be measured in definite terms of the population. Fluctuations in world prices of export commodities—in the main essential raw materials required in temperate countries—are immediately reflected in the import market, and in the ability of the ultimate native or other consumer to increase his buying. Fluctuations in the crop yields reduce or increase native buying power from season to season.

The limit is set by these factors. No amount of advertising persuasion can alter it, as it may alter it in other countries where a man may decide under pressure of publicity to sell out a few bonds to buy a new car. The native has so much to spend in a good year and so much to spend in a bad year; and he spends it. Advertising in the East cannot be regarded always as the forerunner to pave the way for salesmanship; in a good many cases all that can be hoped for is persuasion of better value for the same money in a brand or “tjap” not purchased before. In this there is an immediate limit to the value of advertising methods as they are known in Canada and the United States.

It is for this reason that advertising can be regarded as an expensive undertaking in the East. It is not the cost of the device or sign. It is the fact that of one hundred people who pass it, or even stop to inspect it, there may not be one person who in the ordinary way can be regarded as a sales prospect; probably ninety people of a hundred passing such a sign in Montreal would have sufficient intelligence and sufficient potential buying power to be regarded as definite sales prospects.

DIFFICULTY OF LANGUAGES

Even if normal conditions could be assumed in regard to the population, and their susceptibility to increased purchases by advertising appeal, a tremendous problem would still be presented in this territory by the polyglot nature of the peoples, and the language difficulties involved. The whole area is a sort of melting pot of many languages whose evolution can be definitely traced to processes of historic events and trend of trade through the centuries. Of thirty million people on the island of Java, twenty million perhaps are Javanese, but there are seven million Sundanese, two million or more Madurese, about the same number of Malays, and a so-called European population of something over 130,000 people. The Chinese, classed in statistics with other "foreign Asiatics", of whom there are some hundred thousand in the island, constitute a small but extraordinarily important commercial element; little attention need be paid to any language problem presented here, however, as appeal to this class is usually made in Malay, and, in fact, a good many locally born Chinese understand no other language; the better-class Chinese nearly all speak English or Dutch. This last as far as English is concerned applies to most of the Chinese in British Malaya other than those brought in direct from China for work on plantations and in the tin mines. As a fact, for the Straits and Malay States the language problem in advertising is not a very difficult one. For the mass of the native buying population translation to the mongrel and simple Malay of the poorer classes, the "lingua franco" between all races in the Peninsula, is all that is necessary. There are a good many Tamils here from Southern India—imported coolie labour of low class—but these people seldom know enough about their own written language to warrant an attempt to reach them by complicated translations.

TRANSLATIONS

It will be seen at once that in submitting advertising data to agents it is better not to attempt translations, or even to advise the language desired. Even for Dutch there are local peculiarities, and the man on the spot is the only one able to say just what is best to be done in this connection.

ADVERTISING A CLASS APPEAL

In any country advertising policy must vary greatly according to the class of merchandise and the nature of the buying public. Particularly does this apply to advertising in the East, where there are:—

- (a) Goods in demand by Europeans only.
- (b) Goods asked for by the better-class Chinese and native trade.
- (c) The bazaar lines, essentials for the ordinary native population, and the limits in demand for which depend on seasonal prosperity rather than on effective advertising appeal.

Under (c) of course the main group is piece goods, and it is often said that the piece goods market in any Eastern country may be taken as a barometer of the general import situation. Advertising in the ordinary sense is not an important factor. Essential to successful sales, however is often the establishment of a chop or brand or colour which becomes known on the market,

To a less extent there fall under this third heading a number of cheap food-stuffs lines for the native trade where effective publicity may often be attained by the adoption of some particularly attractive and unusual packing or illustration on the package itself, and more particularly by the distribution of free samples. The native is delighted if he can get something, useful or useless, if he can get it for nothing. One Canadian manufacturer of a cheap canned fish line has had considerable success by adopting this policy, the distributor arranging vans which tour the villages or "kampongs" with the accompaniment of as much noise as possible, handing sample tins to individuals and an odd case of samples for distribution to the village "tokos" or general stores. A thousand dollars so expended may accomplish more in this class of trade than many times the outlay in newspaper advertising, or in posters or other advertising display.

Too much emphasis cannot be laid on the importance, in reaching and extending the native market, of establishing a "tjap" or brand by which the goods are remembered. A typical letter from a Malay dealer to an importer in ordering stock lots may read: "Do not send me the 'Red Arrow'; send me the 'Maple Leaf'", without reference to the article or to the manufacturers. Two well-known brands of milk on the market in Java have both adopted illustrations of women on the packages, and posters are to be seen everywhere bearing only the words "SOESOE TJAP NONA" (nona = maid). When all is said and done, for native buying, there is nothing more effective than a picture language, or the portrayal of the line in some special way that will leave the "tjap" impressed on the mind long after the purport of any written message is forgotten, if it ever has been understood.

CANADIAN INTERESTS

It is really in goods which come under classes (a) and (b) that Canada is at present interested. For consideration under advertising policy and methods these can be grouped together, for, as has been stated, the better-class Chinese in the Straits nearly always understand some English, and that in Java the Malay language, in which newspapers and posters are printed, is almost universally understood by natives, so-called "foreign Asiatics", and even the Europeans.

METHODS OF ADVERTISING

Of the methods and facilities available noted below, nearly all are suggested only for advertising of lines for the better-class trade. An exception to this, of course, is cinema advertising, particularly by travelling-van shows in the native villages, and the distribution of handbills printed in Malay distributed from cars or vans to the accompaniment of weird noises which seem to fascinate and certainly attract the native passerby.

PRESS ADVERTISING

A list of the principal newspapers and periodicals issued in British Malaya, with notes on their advertising rates and the class of buying public reached through them, is on file at the Department of Trade and Commerce, Ottawa. A condensed summary covering the same information for Java is also on file.

The choice of press medium should be left to the distributor or agent on the spot.

BILLPOSTING AND HOARDINGS

Until recently these were almost unknown in Java, though in use for many years in the Singapore area, where there are now a number of walls in prominent positions throughout the city which are utilized for advertising purposes. Still other locations are available under permit for the erection of special signs.

Singapore Area

For the ordinary paper poster about 20 by 30 inches in size the charge varies from 7 to 10 cents Straits per month according to the number required and the length of the contract. For larger sizes the rates run to \$1.25* for a six-sheet poster per month.

Wall spaces for painted advertisements varying in size from 8 by 15 to 15 by 30 feet are also available. The minimum charge is about \$25 Straits* per month per wall.

On the main roads running out of Singapore there have recently appeared a number of steel bulletin boards of attractive appearance. In particular one erected by a well-known firm of tire manufacturers, an illustration of which is on file at the Department of Trade and Commerce, Ottawa, has attracted favourable attention. The rental of these varies from Straits 15 to Straits 30 dollars per month according to position, and the cost of erection is to advertiser's account. One advertising concern will undertake to erect such boards, of all steel construction, removable, and fitted with steel lattice work design on the supports, for from Straits \$150 to Straits \$400 according to size and design required. This would be for a board covered with paper poster. If painting were required an additional charge of about Straits \$75 would be involved.

Java

The charges for municipal outdoor advertising are proportionately higher in Java than in the Straits Settlements. The monopoly rights are held by one firm in Batavia, and the ground rent for a board about 12 feet by 12 amounts to fl. 35⁷/₈ per month. The total cost of erecting and painting the board itself would be about fl. 6 per square foot, including all materials and artist's time and work.

The monopoly on bill poster advertising at railway stations in Java is in the hands of the same firm. Charges per poster per year for billposting are about as follows: fl. 4 at not less than 500 railway stations; fl. 5 at not less than 400 stations; fl. 6 at not less than 300 stations; fl. 7.50 at not less than 200 stations; fl. 10 at not less than 100 stations; fl. 15 at not less than 50 railway stations.

ELECTRIC OUTDOOR SIGNS

The elaborate outdoor electric sign as it is known in Canada and in the United States is, of course, not found in the Middle East. In Sourabaya the roofs of one or two buildings particularly well placed on squares in the business part of the city have been utilized for something of the sort, but the signs are merely recurring phrases, generally in Dutch, presented without attempt at artistic or novelty display. (An example is on file at the Department of Trade and Commerce, Ottawa.) This form of advertising does not seem particularly effective or popular in the Singapore area. In Java it is necessary to pay fl. 50 per month to the municipal authorities for permit to install and operate an outdoor electric sign in the usual way,† and for painted light advertising installation charges run to about fl. 300 for a sign about a meter square with two glass faces. This charge would include the sketch, the iron frame, and the electric installation itself. It is doubtful whether expenditure of this kind repays itself in results, and little use seems to be made of this medium except by the bigger oil companies and some manufacturers of world-famed brands of provisions. For a nominal installation charge plus cost of current, electric lights

* Straits \$1=56 cents Canadian.

† Florin 1=40 cents Canadian (approx.)

‡ It would appear that this charge, or tax, can be avoided by erecting the sign on some part of the building occupied by an establishment which carries stocks of the article advertised. The possible abuse of such municipal concession is at once apparent, and the situation resulting has given rise to a lot of controversy.

can be fixed to illuminate ordinary bill poster signs erected on the roads, and this is done in a good many cases where the location is one frequented during the evening by the European portion of the population.

ELECTRICAL AND OTHER MECHANICAL DEVICES

A recent innovation in Singapore is the introduction of the Postgraph Advertising Machine which has become popular in England and on the Continent, and is also to be seen in Canada and the United States. If the machine acts as the promoters claim it will, there is no doubt that this will be a popular medium for publicity in the East. Anything mysterious in advertising has a special appeal to the native, who will stand for hours in front of some mechanical contrivance of the kind trying to fathom the secrets of its operation. This applies to mechanical figures in window displays. Anything out of the ordinary has a fascination for the native and is discussed with great zest in the village "kampongs". The trouble is that the article so advertised is, as a rule, something that it would ordinarily be quite impossible for the average coolie to buy.

CINEMA ADVERTISING

In Java and in British Malaya contracts can be arranged direct with the theatres for advertising by lantern slides which are shown, as in Canada, during intervals of the performances. The charge for showing slides, perhaps twice during each performance, and at twenty theatres, is fl. 300 (say \$120 gold) in Java, and slightly less than this in Singapore. In the Straits a unique form of publicity at moderate charge is available in a system adopted by one enterprising advertising concern, which sends a motor truck through the country, visiting every town and village where the population exceeds 500 people, and putting on free open-air cinemas, which are well patronized. Combined with selected films of interest to the native population are, of course, included advertising films which are made locally. Charges in this connection are included, and the medium is strongly recommended to any Canadian manufacturers who have foodstuffs or other lines for the native trade.

RICKSHA ADVERTISING

There are no rickshas in Java, but in the Singapore and Penang area, as well as in the Malay States (particularly in the city of Kuala Lumpur) this is one of the most effective outdoor advertising mediums encountered in the territory.

An advertising panel (an illustration of which is on file at the Department of Trade and Commerce, Ottawa) is prepared in rubber and attached to the footboard of the ricksha. Probably 90 per cent of the European population of British Malaya are continuously using rickshas for pleasure or business or shopping, and the average ride of from ten to fifteen minutes is sufficient to draw attention to any message the advertiser wishes to bring home. One very important American firm has adopted this as one of their principal media of advertising in the area, being confident that results are in excess of those produced by posters or publicity in the press. Rates are on file at the Department of Trade and Commerce, Ottawa.

DIRECT MAIL ADVERTISING

In the ordinary way this is decidedly not recommended. The average import firm in the East receives each mail tens of circulars, which go into the wastepaper basket. To sell a firm in this part of the world, personal follow-up service is almost essential. It is for this reason that this office has always discouraged Canadian manufacturers who wanted to circularize so-called prospects

with the idea of getting direct business. This is not often effective advertising. Not only may it ruin the chances of the manufacturer himself in entering the market, but it may also endanger the prospects of others who have adopted different export methods. To follow up original sales letters to a firm specially recommended is an entirely different matter.

A word of warning might not be out of place here to manufacturers who, having appointed agents or distributors, continue to circularize other firms direct, and with factory prices, some of whom may be in the ordinary way customers of the man who should deal with the factory. This is fatal, and the future of more than one Canadian line in the Middle East has been jeopardized in this way. The agent should supply any mailing lists that may be necessary.

ADVERTISING AGENCIES

Canada is after all rather a remote base from which to conduct an advertising campaign in the Middle East. Ordinarily it is better to leave arrangements to local distributors, who, in turn, can either handle the publicity themselves or turn it over to an advertising agency. This, of course, may not apply to world-wide lines whose export departments conduct what is in effect an international campaign intelligently controlled from factory headquarters.

The Batavia office has on file the names of reliable advertising agencies in the country, and will be glad to hear from firms interested, but it is useless to consider an advertising campaign unless definite distributors who carry stocks, or agents who can answer inquiries, are named in the advertisement.

WEST OF ENGLAND BUTTER AND CHEESE MARKET

TRADE COMMISSIONER DOUGLAS S. COLE

Butter

Bristol, September 14, 1927.—The beginning of the year opened with New Zealand supplies being held at 172s. (\$41.85) to 174s. (\$42.33) per cwt. for new season and about 164s. (\$39.90) upwards for old according to the length of time it had been in storage. Australian supplies were not plentiful in Bristol and were being held at 170s. (\$41.36) to 172s. (\$41.85). Canadian butter was not much heard of, and what actual trade did take place was around 160s. (\$38.93) to 162s. (\$39.41). This will give some idea for comparative purposes with the present situation.

During February the butter market was somewhat disappointing to traders. The New Zealand Control Board in the second week advanced prices, but instead of stimulating demand as was expected the market was, if anything, a little more slack and sellers appeared who were willing to take 2s. and sometimes 3s. under control figures in order to realize their stocks. During this month there were some Irish supplies coming out of cold storage at about 156s. (\$37.95), a good price in view of the fact that Colonial butter was collecting in cold storage and discouraging dealers from laying in any quantity of stocks. At this time both wholesalers and retailers were complaining of a dead market and were blaming the New Zealand Control Board for many of their troubles. In March the New Zealand Control Board decided they would no longer exercise direct control of prices. The result was that, with many agents overstocked, there was a rush to sell butter and prices fell heavily to the level of from 144s. (\$35.03) to 148s. (\$36), and at these figures there were very large clearances. The immediate result after this big drop was a much more open market with increased demand. New Zealand butter increased to 154s. (\$37.46) and 156s. (\$37.95), and rumours were current in London that thousands of boxes had been bought for reshipment to Canada and the United States.

In May Canadian butter was coming on to the market at 180s. (\$43.80) c.i.f., but in very small quantities. At that time prices advanced owing to fears of a break with Russia which it was anticipated would cut off Siberian supplies. New Zealand stiffened to 166s. (\$40.39) and 170s. (\$41.36), with Irish supplies at 162s. (\$39.41) delivered.

The current summer months have been conspicuous by the absence of any Canadian creameries and with prices quite firm throughout. At time of writing the market is steady with New Zealand supplies at 176s. (\$42.82) with Australian about 2s. to 4s. less money. The latter are, however, not selling very well in the West of England, as they are not considered good value against present arrivals of Irish which are being offered at 170s. (\$41.36) delivered Bristol. The English domestic supplies have been rather light, whilst Canadian supplies are scarcely heard of. It is understood on advice from Australia that the earliest shipments from that direction will be extremely light, which makes it likely that all butter in sight will be wanted.

IMPORTERS PERTURBED OVER CANADIAN CONDITIONS

Victoria Street, Bristol, is the heart of the butter and cheese trade in the West of England, and this area has been looking for an explanation for the shortage of Canadian supplies. Certainly it does not appear likely that there will be much export of butter from Canada this year. The two main factors in the decrease of exports of Canadian butter as compared with last year are undoubtedly the increased shipment of cream to the United States and a decrease in production in the Western Provinces. It is already noted that for the nine months ending July, 1927, over 14,000,000 pounds of Canadian cheese were exported to the United States from Canada as compared with a smaller quantity in 1926; this in addition to the heavy exports of butter, cream and fresh milk.

It is understood that in the exports of cream for the twelve months ending July, 1927, there is the equivalent of about 3,250,000 pounds of butter as compared with the previous twelve months, and whilst this period runs into last season, yet the increased shipments to the States have been mainly during the present year. It must also not be lost sight of that the consumption of butter in Canada is increasing, and certainly most exhaustive investigations can find no decline in dairying in Canada. The decrease in Western production has of course been a serious factor.

From reliable sources in Canada it is reported that the United States inspectors are taking a very much stronger test and are condemning large quantities of American cattle on the T.B. test. This is reported to be resulting in the increased exports of tested cows from Canada.

IMPORTS OF BUTTER

Total imports of butter from 1925 to date into the port of Bristol and by principal countries of origin were as follows:—

	1925	1926	Six Months	July
	Tons	Tons	1927	1927
			Tons	Tons
Total imports	2,885	1,890	2,033	140
Australia	16	14	14	..
New Zealand	1,148	1,247	1,961	129
Canadian ports	1,482	530	29	11
United States ports	45	..	..	..
Irish Free States	183	89	25	..

The above figures are in long tons of 2,240 pounds.

NEW ZEALAND CONTROL BOARD

The decision in June to terminate the activities of the New Zealand Control Board was welcomed by West of England traders who had been strongly antagonistic in their attitude. In this connection, it may be noted by way of illustration of what actually happened that in the closing days of 1926 a certain parcel of New Zealand butter was offered in the West of England at 138s. (\$32.36), which was produced in the previous October or November and could have been sold in January of 1926 at about 175s. (\$42.58) per cwt. In addition to the actual monetary loss involved in that transaction the New Zealand producers would have to pay very heavy storage charges and a big loss in interest on money.

Cheese

The total imports of cheese into this area and by principal countries of origin from 1925 to date were as follows:—

	1925	1926	Six Months 1927	1927
	Tons	Tons	Tons	Tons
Total imports	9,589	9,932	3,136	1,092
New Zealand	2,182	3,920	2,260	424
Canadian ports	7,343	5,574	758	666
United States ports	54	420	115	..

From the above, it will be seen that considerable fluctuations have occurred on this market and that Canadian cheddar has maintained its position at all periods. The explanation of the heavy figures from New Zealand during the first six months of 1927 is of course seasonal. Canadian cheese is now coming in quantity into this market.

CHEESE MARKET, 1927

The year opened with New Zealand supplies around 93s. (\$22.62) for old cheese and 94s. (\$22.86) for new. There was, however, practically no old available. Canadian supplies were practically off the market although small parcels were obtainable at about 90s. (\$21.89). In February prices were fairly steady, but through March New Zealand supplies dropped until on April 6 they reached a low record of 74s. (\$18) per cwt. They later, however, recovered to 86s. (\$20.92) c.i.f.

During May, June and July they fluctuated from 82s. (19.94) to 85s. (\$20.67), from 84s. (\$20.43) to 86s. (\$20.92), and from 84s. (\$20.43) to 91s. (\$22.13) respectively. From May Canadian new supplies started coming in with prices ranging from 85s. (\$20.67) to 89s. (\$21.55). Considerable fluctuations occurred in the market during July, and at one time prices were as low as 84s. (\$20.43), but they closed at 94s. (\$22.86). During August this price was maintained, and the end of the month found Canadian cheddar at 96s. (\$23.35).

At the time of writing prices have increased abnormally to 105s. (\$25.54), with small supplies of New Zealand up to 100s. (\$24.33). At these prices the Canadian is by far the better value, as the New Zealand late make is not of the high quality of the Belleville-Brockville supplies. Traders are of the opinion that these prices cannot be maintained, and the market is expected to recede slightly. Nevertheless the demand is strong, and should supplies remain short for the many reasons outlined earlier in this report there is the chance that the market may go even higher.

The outstanding features of the season so far has been the sluggish market which Canadian supplies met with in May, June and July, which can be directly attributed to the policy of the New Zealand Control Board which caused large quantities to be unloaded on the market with the commencement of de-control. The market has, however, quite overcome this deterrent factor and appears to be quite normal.

At times last year Canadian cheese was forced up due to the restrictive operations of the New Zealand Control Board. Owing to the fact that certain privileged parties in London sold through to the customers of the West of England importers, it was but natural that these people were not sympathetic to supplies from New Zealand if adequate quantities could be obtained elsewhere, particularly as they had direct connections with Canada, Australia, and South Africa. It may be recalled that in November, 1926, one firm of importers were buying Canadian cheese at about 80s. (\$19.46) c.i.f. delivered Bristol and were buying freely. When New Zealand cheese came on the market the Board fixed the price at 94s. (\$22.86) to 96s. (\$23.35). This caused a sharp advance in price of Canadian cheese which was taken by retailers at less than the Board price. Stocks of New Zealand cheese accumulated, and the Board brought their prices down to create a demand, but this did not have the desired effect, dealers having filled their requirements with Canadian.

CONDITIONS IN THE UNITED KINGDOM

ASSISTANT TRADE COMMISSIONER J. C. MACGILLIVRAY

London, September 15, 1927.—The generally accepted feeling that trade conditions in the United Kingdom are slowly mending is borne out by the improved foreign trade figures for August and by a slight stimulation in some of the basic industries.

Whereas in July imports exceeded exports by the sum of £27,558,000, in August this adverse balance had fallen to £21,897,000. The difference between the two figures is accounted for by a decrease in imports amounting to £3,262,326 and an increase in exports of £3,289,201. In comparison with the same month of the previous year imports have declined in value by £11,036,000 or 10.9 per cent and exports have advanced by £9,624,000 or 19.3 per cent. Similarly, re-exports, which stood at £8,792,073 during the past month, have risen by £222,000 or 2.5 per cent. Although the statistics for British trade during the past year were subnormal on account of the coal strike, a comparison of the imports and exports during the first eight months of 1926 and 1927 is nevertheless encouraging, imports having declined by £3,225,066 or 0.4 per cent, while exports have increased by £12,607,777 or 2.8 per cent.

STATE OF TRADE

There is no marked change in the condition of the basic industries, but the slight movements which are taking place are in the right direction. The domestic trade in coal shows an improvement and there is also more stimulation in export sales, particularly to Germany and the Argentine. At the same time there must be a much greater expansion before a satisfactory position is reached.

In the iron and steel industry arrangements have been made to lend assistance in the form of rebates, but the effect of these cannot yet be gauged. The market remains dull.

An improvement is noted in engineering and shipbuilding, but the outlook in the cotton trade has been obscured and business checked by the recent rapid rise in the price of raw material.

There has been a slight increase in unemployment. The Ministry of Labour announce that on September 5 the total number of persons on the registers of the employment exchanges in Great Britain was 1,074,600. This was 25,339 more than a week before, but 484,935 less than a year before when figures were large on account of the coal strike.

CROP CONDITIONS

The monthly report of the Ministry of Agriculture and Fisheries on agricultural conditions in England and Wales on September 1, varies but little from that of the previous month. The forecasts for wheat, barley and oats are 1,391,000 tons, 825,000 tons and 1,320,000 tons respectively, as compared with a production of 1,304,000 tons, 916,000 tons and 1,490,000 tons in 1926.

Haymaking is not yet finished in most parts of the country, and but little is being secured in good condition. There are good growths of aftermath where the crops were cut early and good second cuts may be obtained if there is suitable weather—a condition which at the time of writing seems remote.

The yield of potatoes is forecasted to be about 5.8 tons per acre, or $\frac{1}{4}$ ton below the ten-years' average. The condition of the other root crops is fair, but the yield will probably be below average. Generally an excessively wet summer has made the present year a subnormal one from an agricultural point of view.

BIRMINGHAM AND MIDLAND BUILDING AND ALLIED TRADES EXHIBITION, 1927

TRADE COMMISSIONER DOUGLAS S. COLE

Bristol, September 10, 1927.—The second Midland Building and Allied Trades Exhibition, which is being held in Bingley Hall, Birmingham, from September 5 to 17, has been organized by the Birmingham Chamber of Commerce.

This exhibition is under the same auspices as the British Industries Fair Birmingham section, and its aim is to show the latest developments not only in building construction where many new phases have been entered upon, but also in all builders' raw materials with which they are primarily concerned.

A look around the fair shows that considerable advances have been made within the past two years and that many changes are taking place in heavy building operations. The former type of English house built of stone is a thing of the past. To-day 90 per cent of the structures are of bungalow type, the bulk of which are roofed with red or variegated tiles.

SCHEDULE OF EXHIBITS

The classes of exhibits shown are as follows:—

Building Materials; Builders' Ironmongery and Hardware; Architectural and Ornamental Work; Constructional Steelwork; Ferro-concrete; Sanitary Apparatus, Appliances, and Fittings; Contractors' Plant; Shop, Bar, and Restaurant Fittings; Municipal Engineering and Equipment; Paints, Varnishes, Colours, Enamels, Stains, Polishes, Lacquers, Metal Powders, Wood Preservatives, Glues and Adhesives; Mechanical and Hand Painting and Spraying Apparatus; Decorating Materials, Wallpapers and Coverings; Electrical, Gas, Oil, and other Illuminating and Heating Plant and Fittings; Road-making Plant and Materials.

SPECIAL EXHIBITS

Structural steelwork, metal partitions and screens, and expanded metals for a hundred different purposes form an important section. This is but natural in view of the fact that Birmingham is the centre of the pressed metal trade. Builders' ironmongery and hardware are also well represented, whilst in the road-making section new methods of road-breaking and road-making are being shown, including rapid hardening cement, concrete mixers, and the latest methods in reinforcement.

Exhibitors are from all over Great Britain; but it is noted that only one foreign firm has a stand. One interesting feature of the fair is the daily pro-

gram of lectures and trade conferences, which include the various associations such as the Building Trades Employers, Builders' Association of Birmingham and District, Master Painters' Association, etc.

CANADIAN EXHIBITS

Many Canadian exhibits are in evidence. One very fine exhibit showing all classes of ladders, both for building and domestic use, advertised the fact that the British Empire produces timber eminently suitable for the manufacture of ladders which are long, straight-grained, free from knots, shakes and sap, well seasoned for strength and durability. The advertisements on the stand pointed out that the ladders were both British-made and the wood British-grown. In the company's catalogue is a lumbering scene on Vancouver Island with a close-up of a timber train with British Columbia pine. In addition, Quebec birch was much in evidence in the ladders shown. The above will indicate to what extent the factor of Empire goods is being used as sales inducement. Other Canadian exhibits in evidence were maple flooring in bundles, rock maple with highly finished surface, and other Canadian woods used in the building trade. These were exhibited by various timber importers.

OPPORTUNITY FOR CANADIAN EXHIBITORS

Such an exhibition should prove useful for Canadian manufacturers offering kraft paper bags for holding cement in cwt. quantities, and in fact should prove useful for any type of manufactured goods used in the building trades. In view of recent inquiries, however, it might be pointed out that the market in the United Kingdom for heating apparatus for domestic use is extremely limited, and that types of hot-water or hot-air heating suitable for Canada are quite unsuited for the English market. Canadian firms might urge their United Kingdom representatives to keep this exhibition in mind for pushing their products where related to the building industry.

CATALOGUES AVAILABLE

A few catalogues of this exhibition have been forwarded to the Department of Trade and Commerce, Ottawa, and may be obtained on application (quoting file No. 27158).

INDUSTRIAL CONDITIONS IN NORTHERN IRELAND

MISS C. J. McNICOL, OFFICE OF THE TRADE COMMISSIONER

THE LINEN INDUSTRY

Glasgow, September 12, 1927.—The third quarter of the year is always a period of relaxation in trade, for the reason that it is not only the high holiday period of the year, but also that it comes between the two seasonal flows of trade. It is, as it were, the ebb-tide period. In Ulster this pessimistic feeling has been evident as affecting its great staple industry—the manufacture of linen. It is anticipated that during the next few months there will be an improvement in the industry, provided an adequate supply of flax can be obtained.

As a matter of fact, the textile industries all over the world have been very slow in recovering from the post-war depression, and all of them, with perhaps the exception of artificial silk, are suffering at the present time from uncertainty concerning either price or supply of raw material, or both. In the linen industry, manufacturers are in a quandary regarding the flax supply of the coming season. There has been a revival of the demand for linens this year, and there

are signs of that demand increasing. American housewives are giving a fresh life to damask tablecloth productions, and Ulster factories making superfine linens have been working night and day.

SHIPBUILDING AND THE LESSER INDUSTRIES

Since the beginning of this year the volume of unemployment in Northern Ireland has decreased by nearly 50 per cent. There are approximately 27,000 people on the unemployment register now; in January the number was 49,000. In shipbuilding, Messrs. Harland & Wolff have secured a large number of orders that have enabled them to reopen their old yard which has been closed for a long time, and on the average they are taking on between 200 and 300 workers each week, while the management in Messrs. Workman & Clarke's are doing everything possible to have its finances satisfactorily arranged, in order once again to take their place in this industry along with Messrs. Harland & Wolff. To secure regular employment and enjoy industrial prosperity, the workers of Northern Ireland recognize the hard facts of international competition in trade, and they know that they cannot get more out of their industry than it can bring in the world's markets.

AUSTRALIAN PRODUCTION OF IRON AND STEEL

TRADE COMMISSIONER D. H. ROSS

Melbourne, August 24, 1927.—The chief iron and steel plant in Australia is that of the Broken Hill Proprietary Company at Newcastle, some 60 miles north of Sydney, N.S.W. This company—with head office in Melbourne—continue to operate their old-established silver-lead-zinc mines at Broken Hill, N.S.W. (the nearest shipping port being Adelaide, S.A.), from which they produced last year 12,347 tons of jig-lead concentrates, 19,672 tons of lead concentrates, and 24,637 tons of zinc concentrates. In their financial statement for the year ended May 31, 1927, the company combined the results of their Broken Hill and Newcastle plants in one schedule, hence there is no way in which the profits from their iron and steel plant can be determined by their statement of accounts.

Operations in the Newcastle plant were started in 1915. The company own immense deposits of iron ore at Iron Knob in South Australia which are connected with the seaboard by their own railway for a distance of 36 miles. The iron ore quarried for the year to May 31, 1927, amounted to 604,548 tons, which—with 154,941 tons of limestone—was carried to Newcastle by the company's steamers.

Subsidiary limestone works are operated in Tasmania, while deposits of dolomite, magnesite, etc., are worked in New South Wales, as also are the company's coal mines which adjoin their plant.

The financial position of the Broken Hill Company is very strong, as, after making provision for all outstanding liabilities, they hold liquid assets in cash and other convertible stocks representing no less than £1,285,919, but what proportion is attributable to their steel plant is known only to the directors. The sale of products and value of stocks on hand for the year ended May 31, 1927, amounted to £4,687,004, while the balance carried to profit and loss was £685,940, of which £318,978 was written off for depreciation, and £291,576 is shown as the net profit for the twelve months.

PLANTS IN OPERATION AT NEWCASTLE

Three blast furnaces and nine open-hearth furnaces (a tenth nearing completion) were in operation at the Broken Hill plant. In addition to the company's activities, they are directly interested in several subsidiary plants in which railway axles, tires and wheel centres, and fencing wire and nails—in considerable quantities—are produced.

OUTPUT OF BROKEN HILL STEEL PLANT AT NEWCASTLE, N.S.W.

The following schedule gives the production of the Newcastle plant during the last two years:—

	Year ending May 31, 1926	Year ending May 31, 1927
	Tons	Tons
Pig iron	333,025	343,801
Steel ingots	323,518	353,682
Coke	326,127	350,865
Sulphate of ammonia	4,883	4,962
Blooms and billets	299,050	309,723
Rails and structural shapes, 28-inch mill	197,716	194,023
Production of 18-inch mill	71,133	91,768
Production of 8 and 12-inch mill	54,652	57,932
Production of rod mill	74,140	77,692
Production of fishplates	6,191	5,897
Steel foundry	13,348	13,283
Foundry castings	9,795	10,264

In addition were corresponding quantities of tar, ammonium sulphate, benzol, naphtha, and toluol.

BOUNTIES ON IRON AND STEEL PRODUCTS

For a period of years the Commonwealth Government paid considerable bounties to encourage the production of iron and steel, and when these were withdrawn the customs duties were materially increased. The only bounties now paid are (on lines upon which the duties are comparatively low) as follows:—

Fencing wire, £2 12s. (\$12.65) per ton.

Wire netting, £3 8s. (\$16.55) per ton.

Galvanized sheets, £2 12s. (\$12.65) per ton.

Traction Engines (varying according to horse-power).—Over 12-brake horse-power up to 18-b.h.p., £40 (\$194.67) per tractor; over 18-b.h.p. up to 25-b.h.p., £50 (\$243.33) per tractor; over 25-b.h.p. up to 35-b.h.p., £70 (\$340.66) per tractor; over 35-b.h.p., £90 (\$438) per tractor.

THE PIONEER AUSTRALIAN IRON AND STEEL WORKS

While intermittent work, as far back as 1852, was carried on, under rather primitive conditions, in the production of iron in New South Wales, it was not until 1908 that a plant, on a much larger scale, was opened at Lithgow in that state. Like many other industries, the Lithgow plant experienced many vicissitudes before it came under the ownership and direction of Hoskins' Iron and Steel Works Limited, which also has several subsidiaries. The 1926 paid-up capital and preference shares of the Hoskins company, together with reserve and balance carried forward, represented £2,042,585. To November, 1926, the company had liquid investments to the extent of £468,400—about £285,700 more than its liabilities—while the plant represented £1,556,853, and the total assets are given at £2,225,329.

Under an agreement, the New South Wales Government is constructing a line of railway to the ocean port of Port Kembla, and the company has arranged to install a new plant at the port at a cost of not less than £650,000. In the first year after the railway is completed a further sum of £100,000 is to be expended on the works, and at least 100,000 tons of raw materials, or finished products, are guaranteed for the line.

This line is to be completed within three years from February 27, 1927, in default of which the Government shall be liable for damages not exceeding £50,000.

No particulars of the output of the Lithgow plant are given in the report which accompanied their balance sheet, but the financial statement indicates a progressive industry which promises considerable development when the new works under construction at Port Kembla are completed. The iron ore, limestone,

and other necessary materials used in production of iron and steel are obtained at comparatively easy distances from Lithgow. One ore deposit is estimated to have over 53,000,000 tons available, whereas at both Lithgow and Port Kembla there are mines producing excellent coal.

AUSTRALIAN IRON AND STEEL CUSTOMS DUTIES

Besides the natural protection afforded by ocean freights, marine insurance, and exchange, Australian iron and steel works have the advantage of high rates of customs duties. As the intermediate rates do not yet apply to the importations from any country, the following schedule indicates the Commonwealth duties now in force on the principal lines:—

Customs Duties	Preferential to United Kingdom only	General Tariff to Other Countries
Pig iron	£1 0s. 0d.	£2 0s. 0d.
Ingots, blooms, billets, bars and loops	£1 12s. 0d.	£3 5s. 0d.
Bars, rods, angles, tees	£2 4s. 0d.	£4 0s. 0d.
Plate and sheet	£3 5s. 0d.	£5 0s. 0d.
Plate and sheet (over $\frac{1}{16}$ ")	£2 8s. 0d.	£4 5s. 0d.
Wire (16 gauge or finer)	20 per cent	35 per cent
Wire (8 to 14 gauge)	Free	10 per cent
Wire, other	£2 12s. 0d.	£4 10s. 0d.
High grade carbon steels	20 per cent	30 per cent
Rails (over 50 lb.)	£1 15s. 0d.	£3 15s. 0d.
Fish plates	£2 8s. 0d.	£4 15s. 0d.
Steel shafting	27½ per cent	40 per cent
Barbed wire	£3 8s. 0d.	£5 5s. 0d.
Wire netting	Free	10 per cent
Wire (for making barbed wire)	£2 12s. 0d.	£4 10s. 0d.
Wire (for making wire netting)	£2 12s. 0d.	£4 10s. 0d.
Galvanized corrugated sheets	£1 0s. 0d.	£2 0s. 0d.
Scrap iron and steel	£1 0s. 0d.	£3 0s. 0d.
Hoop iron	Free	10 per cent
Traction engines	Free	10 per cent

VICTORIAN GOVERNMENT'S ELECTRICAL SCHEME

C. HARTLETT, OFFICE OF THE TRADE COMMISSIONER

Melbourne, August 23, 1927.—In sequence to the numerous reports from this office, which have appeared in previous numbers of the *Commercial Intelligence Journal*, relative to the large quantities of electrical equipment required by the Victorian Government in its scheme for utilizing the brown coal deposits at Morwell for electrical power, Canadian manufacturers are now advised that further tenders are being invited for the manufacture, testing, supply and delivery in every way complete, and the maintenance of 22,000 volt transformers and spares as set out below.

Particulars of the requirements are briefly outlined thus:—

SPECIFICATION NO. 27/91

Quantity	KVA	Phase	No-load Voltage Ratio	
			High Voltage	Low Voltage
3	250	3	22,000	6600-3810
3	250	3	22,000	415-240
3	200	3	22,000	415-240
6	100	3	22,000	415-240
6	50	3	22,000	415-240
6	25	3	22,000	415-240
3	15	1	22,000	480-240
3	10	1	22,000	480-240
3	5	1	22,000	480-240

Spares: Quantity and Description

One complete set of spare high and low voltage coils and the necessary insulation required for one leg of one transformer of each rating.

One complete set of spare high voltage bushings for one transformer of each rating.

One complete set of spare low voltage bushings for one transformer of each rating.

Date of Closing of Tenders.—Tenders—on the prescribed form—should be addressed as first class mail matter to the Secretary of the State Electricity Commission of Victoria, 22-32 William street, Melbourne, Australia, in time to reach their destination on or before December 12, 1927.

Charges for Specifications.—The specifications covering the requirements, and appended contract forms, may be inspected at, and copies obtained from, the Department of Trade and Commerce, Ottawa (refer to file No. 26582).

The Electricity Commission makes a charge of £1 1s. (\$5.11) for the first three copies of the specification, and for each additional copy a charge of 10s. 6d. (\$2.56). The first fee is returnable upon receipt of a bona fide tender, but that for extra copies is not.

Deposits on Tenders Payable in Canada.—As in the case of previous specifications, to facilitate the interests of Canadian tenderers the Electricity Commission has arranged with the Department of Trade and Commerce, Ottawa, that the amount of the preliminary deposit required to be deposited with each tender can be made in Canada. The deposits are to be paid to the Accountant of the Department of Trade and Commerce, Ottawa, and his official receipt only need be forwarded with the tender to Melbourne. The sum required to be so deposited in this instance is £10 (\$48.67).

The elimination of the more circuitous methods of deposits being sent to Australia, and possibly being returned to Canada, makes the payment in Canada a convenience alike to the Commission and the tenderers.

**NEW ZEALAND MARKET FOR CANADIAN WHEAT AND
WHEAT FLOUR**

ASSISTANT TRADE COMMISSIONER PAUL SYKES

Auckland, August 22, 1927.—Recent increases in New Zealand's imports of Canadian wheat and wheat flour make a review of the present market situation somewhat opportune. In brief the question resolves itself into the two factors relating to (1) New Zealand's wheat production and ability to meet domestic demand for these commodities and (2) the trade in Canadian flour in the past and future. These imports, it may be added, illustrate one of the apparent anomalies of foreign trade and trade statistics—the case of one country importing a commodity which it not only produces within its own borders but which it may also export on a considerable scale—until a close examination reveals an important difference in the grades or qualities of the product in question.

WHEAT AND FLOUR PRODUCTION IN NEW ZEALAND

The central and southern parts of the South Island produce the bulk of New Zealand's wheat crop. Of the 1925-26 output, 78 per cent was grown in Canterbury province, Otago and Southland together produced 18 per cent, and the remainder of the South Island and the whole of the North Island furnished the remaining 4 per cent. The production during recent years has averaged some 7,000,000 bushels from an average of some 225,000 acres, the average yield per acre having been about 30 bushels. Statistics of the yields since 1920 are as follows:—

Production of Wheat in New Zealand, 1920-21 to 1925-26

Years	Acres	Bushels	Yield per Acre
1920-21	219,985	6,872,262	31.24
1921-22	352,918	10,565,275	29.94
1922-23	275,775	8,395,023	30.44
1923-24	173,864	4,174,537	24.01
1924-25	166,964	5,447,758	32.62
1925-26	151,673	4,617,041	30.44

These data of wheat production are reflected in the statistics of the amounts used in flour mills, which are as follows: 1920-21, 6,200,483 bushels; 1921-22, 5,655,563 bushels; 1922-23, 6,258,159 bushels; 1923-24, 6,470,496 bushels; and 1924-25, 6,358,369 bushels. During the years 1921-22 and 1922-23 the amounts of wheat milled were considerably less than those produced. The corresponding excess of amounts milled in the two following years may be accounted for both by the carry-over from previous years and increased imports of the raw product.

ESTIMATED CONSUMPTION OF WHEAT

It has been estimated that New Zealand's consumption of wheat amounts to some 8,000,000 bushels. During the period 1921-25 it varied from 7,165,992 to 9,347,930, and, as is natural, rose during years of heavy crops and low prices and showed a reverse tendency in poorer crop years. This figure is perhaps slightly higher than is indicated by the imports of wheat and flour for the last three years, but has been based on statistics of production combined with the excess of imports over exports during the years 1921 to 1925 and is to be accepted as approximately correct. It may be noted at the same time that wheat has been imported into New Zealand during the years in which the production has averaged less than 6 bushels per head of population and that the comparative amounts of imports (or exports if the crops have been large) have corresponded closely with the relation between the per capita output and the "average" of 6 bushels. Since 1916, wheat was exported in considerable quantities during two years—1922 and 1923—as a result of large crops, but in all other years was imported in amounts varying from 300,000 bushels in 1921 to 3,500,000 bushels in 1924.

TRADE IN WHEAT AND WHEAT FLOUR

Australia has supplied the bulk of New Zealand's imports of wheat during recent years. Canadian wheat and flour have been of secondary importance and, in addition, small amounts have been brought in annually from the United Kingdom and in some years from the United States. Exports have been limited to small amounts shipped to various islands in the South Pacific and are the result of the established carrying trade between these islands and New Zealand alone, more than of a demand for a New Zealand-grown product. The trade is in reality an artificial one following the transhipment of imports. Statistics of recent imports and exports are as follows:—

New Zealand Trade in Wheat and Wheat Flour, 1924-26

Years			Imports				Exports
			Australia	Canada	U.S.A.	Other	
1924	Wheat..	bus.	3,548,340	....	....	....	1,137
	Flour	lbs.	300	....	100	2,200	22,200
1925	Wheat..	bus.	2,241,700	11,900	128	12	793
	Flour.	lbs.	16,174,000	234,400	2,400	300	99,200
1926	Wheat..	bus.	1,588,397	74,607	34,373	8	827
	Flour.	lbs.	520,737	6,035	1,009	45	330,000

THE MARKET SITUATION

It may be expected that the domestic production of wheat and flour in New Zealand will for some years at least be insufficient to meet consumption requirements. This alone would indicate the possibility of a market for the Canadian product, even though the opportunity is one which offers greater advantages to Australian producers who offer for sale a commodity of lower quality than the Canadian, but which is still acceptable to the ordinary buyer, and which also sells at a much lower price owing both to its quality and the lower cost of shipping it only one-fifth of the distance from Canadian ports on the Pacific coast. A more vital point, however, is the one of quality. New Zealand wheat, like wheat produced in other sub-tropical countries, or at least in those whose climate is less temperate than the Canadian, is lacking in the hardness which gives the best baking qualities in flour. The addition of from one-quarter to one-seventh of

Canadian hard wheat flour is considered to give any quantity milled from the home-grown grain the gluten content essential in the baking process. This quality would seem to ensure a market for the Canadian product in New Zealand. Australian wheat is harder than the domestic variety, but in the opinion of experts one bag of Canadian flour is roughly equal to two of Australian for mixing purposes, and while the latter at the present time is being quoted at some two-thirds of the price for the former, this is still insufficient to warrant its universal use for mixing. A rough estimate would indicate that in future Australian flour will be used to make up for deficiencies in domestic production and to a certain extent for strengthening the grindings from home-grown wheat, while Canadian flour will find an increasing demand for this latter purpose.

Of the current imports from Canada, a certain proportion is of first quality and is demanded by bakers who require an article both strong in gluten content and in colour and which can be used in baking any high-quality goods. For bread manufacture, it has been found that a slightly lower-quality flour contains sufficient strength for mixing purposes but is too dark if used in larger amounts than are essential.

Recent c.i.f. prices, including a 1-per-cent brokerage charge quoted to local importers by Canadian flour mills for shipment from Vancouver, have been £14 5s. per ton of 2,240 pounds for the lower-grade flour, which enjoys considerable sale, and from £16 10s. to £16 17s. 6d. for a higher grade. The addition of the duty of 3s. per cental and landing charges place the complete landed cost roughly at from £17 10s. to £20 per ton (\$82.62 and \$97.20). Australian flour lands in Auckland for £12 10s., or approximately \$60 per ton, duty paid. Incidentally the rate of duty on imported wheat and wheat flour is 2s. per cental for wheat and 3s. per cental for flour. No differentiation is made between the rates under different tariffs. Freight charges by mail steamers from Vancouver run to some £2 10s. (\$12) per ton. Similar rates from Montreal or Halifax are in the neighbourhood of £4 (\$20). The rate on wheat flour shipments from Sydney to Auckland averages £1 10s. or roughly \$7.50 per ton.

A considerable amount of the present volume of imports is handled by produce brokers and agents, who are in a position to look after small local requirements and combine them in lots received periodically. Several larger houses, however, have at times imported directly, and present indications point to an increase in this practice. There seems also to be an opening for Canadian firms who would deal directly with local consumers, grouping a number of comparatively small orders in regular monthly shipments.

A CORRECTION

Through a regrettable error in our last issue, in the report on the "West of England Macaroni Trade" (page 409) the imports of macaroni into the port of Bristol were given as 8 tons in 1926 as against 20 tons in 1927, instead of 8 tons in 1927 as against 20 tons in 1926. The table on page 410 which accompanied this report gave the figures correctly.

NEW PUBLICATION

The series of reports which have recently been appearing in the *Commercial Intelligence Journal* from the pen of Mr. L. D. Wilgress, Canadian Trade Commissioner in Hamburg, on "Czechoslovakia as a Market for Canadian Products", is about to be reprinted as a pamphlet under that title. It should be noted that this pamphlet will be sent free to subscribers to the *Commercial Intelligence Journal*, but only on special application being made. As the number of copies to be printed will be strictly limited, early application should be made to the Department of Trade and Commerce, Ottawa. The price to other than subscribers to the *Commercial Intelligence Journal* is 25 cents. The pamphlet will extend to about 56 pages, and will be indexed.

SWEDEN AS A MARKET FOR CANADIAN PRODUCTS*

TRADE COMMISSIONER L. D. WILGRESS

Introductory—Continued

TRADE CENTRES

The principal commercial centres of Sweden are the three cities with over one hundred thousand inhabitants. These are Stockholm with a population of 438,896, Gothenburg with 229,638 inhabitants, and Malmö with a population of 116,144.

Stockholm is the capital of the kingdom and is beautifully situated at the point where Lake Mälaren flows into a long narrow arm of the Baltic. It is separated from the open sea by an archipelago of countless islands over forty miles in extent. Stockholm is essentially a modern city. With one telephone to every three persons, it leads all European cities in this important indication of modern development.

Stockholm is the leading financial and commercial centre of Sweden. Most of the important banks have their headquarters in the capital. A large part of the distributing trade of the country is handled through Stockholm. The city is also an important industrial centre with busy metal, electrical, and machinery works as well as large breweries and flour mills.

Gothenburg is the chief seaport of Sweden and as an industrial centre is even more important than Stockholm. It is the second commercial city of the country with a very large distributing trade, being particularly important for the trade in overseas products. Gothenburg is situated on the left bank of the Göta river near its mouth and has an excellent harbour which is very rarely blocked with ice.

Malmö is the trade centre for the agricultural province of Skåne and in the import trade is chiefly important for the distribution of feeding stuffs and agricultural machinery. It is situated in the extreme south of Sweden, only 16 miles across the sound from Copenhagen. Malmö, therefore, comes more under the trading influence of the Danish capital than any other Swedish commercial centre.

Besides the above cities there may be mentioned Norrköping and Helsingborg. The former is situated at the head of an arm of the Baltic south of Stockholm and is an important manufacturing centre with some local distributing trade in the highly productive province of Östergötland. Helsingborg is a busy seaport and manufacturing town, located at the narrowest part of the sound less than three miles across from the Danish town of Elsinore. It has also some local distributing trade in the western part of the province of Skåne and adjacent districts.

The distributing trade of Sweden is chiefly divided between the cities of Stockholm and Gothenburg. The former serves the central Swedish industrial area and the north, while the latter distributes merchandise throughout the south-west and south of Sweden, except that the province of Skåne is partly served by its own centre of Malmö independently of Gothenburg.

An indication of the relative importance of the two centres of Stockholm and Gothenburg from the point of view of import trade is furnished by the following table, giving the quantities of certain products imported into the two ports in 1926:—

* The first part of this introduction was published in No. 1233, and referred in general terms to import and export trade, geographical characteristics of the country, natural resources, population, and industries.

Product	Imports into Stockholm, 1926	Imports into Gothenburg, 1926
	In Metric Tons	(2,204 lbs.)
Wheat	43,721	15,606
Wheat flour	4,243	2,667
Rye	6,308	2,061
Oats	3,927	17,151
Corn (maize)	6,042	26,224
Lard	607	426
Coffee	9,892	8,753
Salted herrings	8,212	11,508
Bran	13,918	22,620
Oil cakes	17,711	15,362
Dried fruits other than prunes, raisins, etc.	809	1,268
Flax seed	10,801	18,821
Rubber footwear	86	6
Cast iron pipes	6,188	3,018
Drawn iron pipes	9,348	4,904
Machinery	kronor 8,690,347	8,654,156

TRADE ROUTES

The shipment of merchandise to Sweden can be effected either by the direct lines plying to Swedish ports or by transshipment at British or such Continental ports as Antwerp, Rotterdam, Hamburg, and Copenhagen.

Unfortunately there is no regular line of steamers between Eastern Canadian ports and Sweden. The Scandinavian-American Line of freight steamers to Copenhagen from Montreal in summer and West St. John in winter call at Gothenburg when cargo warrants. From New York there are regular services available to Gothenburg and Stockholm by the vessels of the Swedish-American Line and the associated Transatlantic Steamship Company. Eastern Canadian products are usually transported by these boats, but a fair proportion of the flour and other commodities is shipped to Hamburg, from which port frequent coastal services are available to all the important Swedish ports.

Importers in Stockholm emphasized the importance of shipping goods direct to that port, if possible, as transshipment at Gothenburg and transport from there to Stockholm by coastal steamer involved great delays.

From Vancouver the Swedish Johnson Line operate a regular service of up-to-date motor-ships to Swedish ports through the Panama Canal.

Gothenburg is the principal Swedish seaport with a total traffic in 1926 of 8,800,000 tons, representing both arrivals and departures. This is an increase since 1913 of 2,200,000 tons. Stockholm is the second port of Sweden with a total traffic last year of 8,000,000 tons, while Malmö comes next. Free port zones have been established at Gothenburg, Stockholm, and Malmö, but only a slight development of the transit trade with other countries is reported to have resulted from this innovation.

Nearly half of the total tonnage navigated between Sweden and other countries is represented by the Swedish flag. The mercantile marine of Sweden at the beginning of 1926 comprised 2,583 vessels of a total of 1,420,485 gross tons, of which 1,143 vessels of 1,009,934 gross tons were steamers, 228 vessels of 297,931 gross tons motor-ships, and the remainder sailing vessels. The most important Swedish steamship companies are the Transatlantic Steamship Company, Limited, operating to South Africa, Australia, India, and the United States; the Nordstjernan Steamship Company, Limited (Johnson Line), operating to Argentina, Brazil, and the west coast of North and South America; the Swedish East Asiatic Company, operating to the Far East; the Swedish America-Mexico Line, Limited, operating to Gulf of Mexico and southern United States ports; the Swedish-North America Steamship Company, Limited (Swedish-American Line), operating a passenger and freight service to New York; the Svea Steamship Company, Limited; the Swedish Lloyd Steamship Company, Limited, operating services to Great Britain and other European ports; and the Grängesberg-Oxelösund Traffic Company, Limited, with a fleet of about 109,000 gross tons engaged in the iron ore trade.

RAILWAYS AND COASTAL SERVICES

The distribution of goods from the principal Swedish seaports to centres of consumption is rendered by the efficient system of railways and the many lines of coastal steamers. There are nearly 10,000 miles of railway in Sweden and one-third of the total mileage, comprising most of the main lines, is owned by the State. The main line of the Swedish State Railways between Stockholm and Gothenburg was last year converted to electrical operation and it is intended to gradually electrify the other main lines.

There are few places in Sweden more than 300 miles from the coast and many of the principal centres of consumption are coastal towns. There are altogether about 400 ports in Sweden, of which 256 are of economic importance. Regular lines of coastal steamers link up these ports with Stockholm, Gothenburg, and Malmö.

CURRENCY AND WEIGHTS AND MEASURES

In April, 1924, Sweden re-established the gold standard. The notes of the central bank of issue are redeemable in gold and the export of gold is free. The unit of currency is the "krona", which is subdivided into 100 öre. The par value of the krona is \$0.268.

The sole right of note issue is accorded to the Riksbank, the central State Bank of Sweden. At the end of 1926 the note circulation amounted to 525,000,000 kronor, against which the Riksbank held a gold reserve of 224,000,000 kronor and foreign currencies to the amount of 207,000,000 kronor. The home advances of the Riksbank at the end of 1926 amounted to 333,000,000 kronor.

The metric system of weights and measures is in force in Sweden and should be used in quoting Swedish firms.

PUBLIC FINANCES

Sweden remains one of the few European countries which is not overburdened with debt and taxation. The funded debt amounts to 1,726 million kronor and the floating debt to 18 million kronor. The interest charges on the debt amount annually to 85 million kronor.

Before the war the national debt of Sweden was incurred entirely for productive purposes. The capital invested in State enterprises therefore exceeds the national debt. The total amount is 2,300 million kronor, of which 1,106 million kronor are invested in the railways. The total assets of the Swedish State are valued at 3,033 million kronor in addition to 550 million kronor in real estate and movables.

The budget for the fiscal year 1927-28 balances at 709 million kronor. The chief sources of estimated revenue are: income tax, 147 million kronor; customs, 124 million kronor; tobacco and spirits, 154 million kronor; and State enterprises, 95 million kronor. On the side of expenditure the estimated amount expended on defence is 139 million kronor, only a little in excess of the estimated expenditure on education, which amounts to 131 million kronor.

PRESS

The Swedish press is very up-to-date and affords an excellent means of advertising foreign goods. There are about one hundred daily newspapers, of which some of the most important are the *Svenska Dagbladet* (Stockholm), *Göteborgs Handels-och Sjöfartstidning* (Gothenburg), *Stockholms Dagblad* (Stockholm), *Dagens Nyheter* (Stockholm), and *Sydsvenska Dagbladet* (Malmö).

ORGANIZATION OF SWEDISH COMMERCE

Sweden being a country of only six million inhabitants and with the distribution of imported goods largely centred in Stockholm and Gothenburg,

there are a limited number of wholesale firms in each branch of trade who purchase goods from foreign countries. It is usually possible therefore to confine transactions to a few large firms of good standing.

In order to do business with Sweden it is necessary to have an agent in the country who will canvass the leading importers. The importance of having a direct agent in Sweden cannot be over-emphasized. Several Canadian exporters entrust their representation for the three Scandinavian countries to one firm in either Copenhagen or Oslo, but this is a great mistake so far as Sweden is concerned, as the Swedes dislike having to deal through an agent established in another Scandinavian country. In cases where a sub-agent is appointed for Sweden, the position is also unsatisfactory, as it means splitting the commission and a sub-agent cannot render as efficient service as a direct agent. Canadian exporters therefore should bear in mind the growing dislike of Swedish buyers to deal through agents in other countries and should establish a direct representation, for which purpose many good firms are available in both Stockholm and Gothenburg.

Commercial banking in Sweden is largely concentrated in the leading joint-stock banks. Of these the most important are: (1) Skandinaviska Kreditaktiebolaget with a capital of 87 million kronor and reserves of 95 million kronor; (2) Svenska Handelsbanken with a capital of 90 million kronor and reserves of 27 million kronor; (3) Stockholms Enskilda Bank with capital and reserves of 100 million kronor; and (4) A.-B. Göteborgs Bank with a capital of 44 million kronor and reserves of 31 million kronor. Other prominent banks are the A.-B. Sveriges Privata Central Bank and the A.-B. Göteborgs Handelsbank. There are a number of other joint-stock banks, but most of these are provincial banks of only local importance. At the end of 1926 the Swedish joint-stock banks held deposits to the total amount of 3,453,000,000 kronor.

The transaction of business with Sweden is attended with less risk than that with many other European countries, owing to the relative stability of economic conditions. Sweden was the first country in Europe to return to the gold standard. The national debt of Sweden is relatively small and the increase in national wealth during the war was considerable. The deflation period after the war was attended with no large bank failures, although Swedish industry felt the full effect of the depression and large amounts had to be written off. This may be taken as an indication of the inherent soundness of the commercial organization of Sweden.

CO-OPERATIVE SOCIETIES

A feature of the commercial organization of Sweden is the prominent part played by consumers' co-operative societies, particularly in the distribution of food products. The largest wholesale business in foodstuffs is conducted by the Kooperativa Förbundet or Wholesale Co-operative Society of Sweden with headquarters in Stockholm. In 1925 the society had a turnover of 97,700,000 kronor, while at the end of that year its assets amounted to 47,000,000 kronor.

The total membership of the societies purchasing from the Wholesale Co-operative Society is over 315,000 heads of families, so that a very large proportion of the total population is supplied through this organization. About 60 per cent of the members are industrial workers and 25 per cent are agriculturalists.

The Wholesale Co-operative Society owns two of the largest flour mills in Sweden, a margarine factory, a chemical-technical factory, and a shoe factory, while last year the society purchased for about 6,000,000 kronor one of the largest rubber factories with the object of producing 600,000 pairs of rubber footwear a year.

The agricultural co-operative societies of Sweden have a central organization, the Svenska Lantmännens Riksförbund, with headquarters in Stockholm, which is chiefly important for the purchase of feeding stuffs, agricultural machinery, and supplies for the co-operative dairies and bacon factories.

TARIFF AND CUSTOMS REGULATIONS

The customs tariff of Sweden is very largely a protective tariff. The Swedish manufacturing industries are protected to a large degree, and protection is also accorded to Swedish agriculture. The tariff is highly specialized and contains over 1,300 items, arranged according to groups of commodities.

The Swedish customs tariff is a single-column tariff, the same rate of duty applying to the products of all countries. The duties on certain wines are fixed according to an agreement with France, while the trade treaty concluded in 1926 with Germany determines the rates of duty with respect to some fifty tariff items. On the whole, however, Sweden has retained a free hand with regard to changes in tariff rates.

The tariff provides mainly for specific duties, i.e. those based on weight or kronor per kilogramme. For certain commodities, such as various kinds of machinery and motor cycles, ad valorem duties have been introduced. The specific duties are usually based on the net weight and a separate "tare tariff" gives the allowances to be made from the gross weight.

Import prohibitions or restrictions are enforced with respect to products subject to State monopoly or control, such as spirits and tobacco; for the protection against diseases injurious to animals and plants; with respect to fire-arms, ammunition, etc.; and with regard to certain products which have been dealt with legislatively in Sweden, such as shoes containing imitation leather. Goods with incorrect marks of origin, as determined by the Madrid Convention of 1891, revised at Washington in 1911, are also prohibited to be imported.

No special Swedish regulations have to be observed in connection with the preparation of documents for customs purposes. The importer of goods into Sweden must give information as to the value and it is usually desirable that the seller's invoice should be produced. This is essential in the case of commodities subject to ad valorem duties, when a copy of the invoice made out and signed by the seller should be produced, but the customs authorities have the right to appraise the goods if they have any doubt as to the correctness of the invoice valuation. The bill of lading and invoice should agree. Invoices do not require to be legalized by a Swedish consul, but when health certificates or similar documents are required to accompany the goods these should be legalized by a Swedish consul.

Commercial travellers visiting Sweden must on arrival inform in writing the nearest collector of taxes as to his probable length of stay in the country and also pay an advance fee of 100 kronor for the first thirty days and thereafter a fee of 50 kronor for each succeeding period of fifteen days. Samples of no commercial value may be imported free of duty and the Board of Customs may grant freedom from duty for samples of dutiable character.

PRESENT TRADE CONDITIONS

Favourable economic conditions have been maintained in Sweden during recent months. Both Swedish agriculture and manufacturing industries enjoyed great prosperity during the period of the war. It has been estimated that the national wealth of Sweden has been increased by 50 per cent since 1913. The worldwide depression of 1921 and 1922, however, seriously affected the staple industries of Sweden. Since then there has been a gradual recovery, although unemployment still continues.

The steady improvement in trade conditions continued throughout the year 1926. Towards the end of the year a number of favourable factors gave rise to a feeling of optimism in Swedish business circles, which has become more marked during the current year. There has been a decrease in bankruptcies, easy money conditions prevail, and staple exports have increased. Iron ore shipments are heavier this year than last. A brisk demand for lumber set

in towards the end of 1926 following a long period of depression in this trade. Paper production has increased markedly and exports of pulp and paper have been satisfactory. The same is said to apply to the exports of machinery, especially electrical machinery, butter, and cement, all of which showed increased exports in 1926. The most marked feature of the present trade situation is the excess of exports over imports, since normally Sweden has an unfavourable balance of trade. These favourable trade conditions should be reflected in increased purchasing power leading to greater opportunities for the sale of goods to Sweden.

In connection with the Swedish market it should be remembered that this country was very prosperous during the war and a large part of the wealth thus acquired has been retained in the country. The standard of living, therefore, is higher than in most European countries.

The following table gives the rates of wages ruling last year in certain trades:—

Trade	Wages in Kronor Per Week of 48 Hours	
	Male	Female
Textile	37	24
Footwear	41	26
Sugar	43	28
Tanning	45	
Building—		
Bricklayers, carpenters, etc.	77	
Painters	82	
Unskilled	70	
Municipal workers	60	
Stevedoring	62	
Printing (compositors)	55	
Tailoring	74	
Milling	63	

The above wages are considerably higher than those paid in most European countries.

The relatively high standard of living in Sweden renders the market essentially a quality one, in which price is not the same dominating factor as in other European markets. This should favour the sale of Canadian products to Sweden.

There has been a steady decline in the cost of living in Sweden during the past year and a half. The cost of living index fell from 174 in January, 1926, to 171 in December of that year, and in June, 1927, was 169.

Unemployment continues in Sweden, due largely to the depressed state of certain industries, such as a section of the iron industry. During 1926 about 10 per cent on the average of the total membership of trade unions were unemployed.

The above review of trade conditions in Sweden will indicate that the country has recovered to a large extent from the post-war trade depression and that the improvement in conditions steadily continues. The present should be an opportune time therefore for Canadian firms to form connections for the sale of goods to that market.

OPENINGS FOR CANADIAN PRODUCTS

The remaining sections of this report will review the openings for the sale to Sweden of Canadian grain and flour, fruits and provisions, agricultural implements and machines, rubber goods, motor vehicles, and miscellaneous manufactured goods.

GERMAN FISH MEAL MARKET REPORT

TRADE COMMISSIONER L. D. WILGRESS

Hamburg, September 12, 1927.—The situation in the fish meal market is more favourable than it was four weeks ago. Prices for hogs have risen, so that pig-fattening is again profitable. The farmers are commencing to buy fish meal once more and the stocks in the hands of dealers are gradually being decreased. The business continues irregular with second-hand sellers still inclined to make concessions, but prices are well maintained at the high level ruling for some months.

In a few weeks the active season for the import trade in fish meal should be in full swing. The probable future course of prices must be considered uncertain, although importers can see no factors inducing a decline in prices from the present level. From Norway it has been reported that the catch of herrings has been small, so that fresh herring meal has been firmer in price.

The following are the present prices c.i.f. Hamburg, paid by importers, dependent upon quality and reputation of shipper:—

	£	s.	£	s.	
Norwegian cod meal	21	0 to 22	10	per 1,000 kg. (2,204 lbs.)	
Scotch white fish meal	19	0 to 20	0	per long ton (2,240 lbs.)	
English white fish meal	18	0 to 19	15	per long ton	
North American white fish meal . .	18	0 to 19	10	per long ton	
Norwegian herring meal.. . . .	16	5 to 16	15	per 1,000 kg.	
North Pacific pilchard meal. . . .	16	5 to 16	10	per long ton.	

According to the shipping statistics of the port of Hamburg, approximately 3,017 metric tons of fish meal arrived from Norwegian ports during the month of August, as compared with 3,663 metric tons in July. From British ports there arrived at Hamburg during August 1,561 long tons of fish meal as against 1,054 long tons in July. From United States ports the arrivals in August were 255 long tons as compared with 162 tons in July, while from Montreal 231 long tons arrived as against 254 tons in the previous month.

FRENCH CROPS IN 1927

TRADE COMMISSIONER HERCULE BARRÉ

Paris, September 1, 1927.—All experts agree that on the whole the crops in France are going to be larger than last year. The wheat crop is expected to be larger, some estimates placing it at from 80 to 85 million hectolitres. The persistent rains of July, which prevented garnering most of the crop almost everywhere except in the south, must have affected the quality to a certain extent. But the condition of wheat has improved considerably, and this factor with the news of a large Canadian crop have brought down market prices. The expert of one of the largest firms of wheat importers is of opinion that France will require to import only half the quantities purchased abroad last year. Imports from Canada, however, may not suffer to any large extent, since Canadian wheat is bought mostly to improve flour made from the home-grown cereal, and its position in that respect is a very strong one in France.

A feature of the trade of the next twelve months, according to the manager of a firm which handles probably four-fifths of all Canadian wheat imports in France, will be the buying for actual requirements, and not to put in stock as was the case last autumn. This should offer the advantage of spreading the operations evenly over the whole twelve months.

Practically the whole of the Canadian wheat trade in France is now based upon the Canadian certificate of inspection, which gives confidence owing to its reliability. It is therefore of the utmost importance that the *bona fides* of

this certificate should never be questioned by European importers. Selling wheat on samples is not only open to many objections, but is now practically out of date. The certificate is the stand-by of the wheat export trade.

Imports of durum wheat totalled 184,018 metric tons in 1926, the principal sources of supply being Africa (111,503 tons), Tunisia (67,248 tons), Morocco (3,187 tons), United States (819 tons), and Canada (498 tons). Imports of spring wheat totalled 279,109 tons: the United States (115,061 tons), Argentina (41,493 tons), Canada (39,584 tons), and Tunisia (14,393 tons) being the principal sources of supply.

The barley crop promises to be a large one, and France may become an exporter of this cereal. Imports last year were 48,510 metric tons (Algeria 24,367 tons, and Tunisia 12,496 tons.) Oats promise well also, though the effect of the rains must be known before an estimate can be ventured. Last year's imports were 114,354 tons (United States, 56,928 tons; Argentina, 30,664 tons; Algeria, 8,906 tons; Canada, 7,947 tons). The same applies to peas, beans, lentils, and other dry vegetables, of which France imports about 150,000 tons a year.

The rains seem to have affected the quality of the potato crop in a large part of France, reports coming from many districts that potatoes are rotting in the ground.

The countries at present exporting potatoes to France can do so by rail, with the exception of Algeria, from whence it takes but two days in ships. One importer explains that, potatoes being affected by both heat and cold, long sea journeys are hazardous. But he thought that importation from Eastern Canada might prove a success if ships were fitted to ensure an even temperature throughout the journey to French ports, and the safe arrival of cargoes in sound condition. Imports in 1926 totalled 391,576 tons (Belgo-Luxemburg, 185,546 tons; Poland, 76,553 tons; Germany, 38,088 tons; Algeria, 36,033 tons).

MOTOR CAR TAXATION IN CZECHOSLOVAKIA

TRADE COMMISSIONER L. D. WILGRESS

NOTE.—1 Czechoslovak crown = \$0.0296 or approximately 3 cents.

Hamburg, September 14, 1927.—According to official information from Prague, the taxes at present applicable to motor vehicles in Czechoslovakia are: (1) a municipal tax on the basis of horse-power; and (2) a State turnover or luxury tax on the basis of value.

(1) The municipal tax is based on the law of April 27, 1922. On passenger motor cars the tax is levied by the town or district authorities with the previous approval of the Ministry of Finance according to the following scale:—

- Up to 5 horse-power, 15 crowns a year per horse-power.
- From 5 to 10 horse-power, 30 crowns a year per horse-power.
- From 10 to 15 horse-power, 100 crowns a year per horse-power.
- From 15 to 24 horse-power, 150 crowns a year per horse-power.
- Over 24 horse-power, 200 crowns a year per horse-power.

For motor trucks these taxes are reduced by 30 per cent.

In the near future it is proposed, on the authority of the law of July 14, 1922, and of the decrees concerning the road tax, to replace these municipal taxes with a State road tax based on cylinder content. This State road tax will be utilized for the purposes of the road fund, for which the total amount of 1,500,000,000 crowns is estimated to be required in order to provide the country with an up-to-date system of highways. The proposed State road tax will be levied on passenger motor cars according to the following scale:—

For passenger motor cars with a cylinder content of: up to 1 litre, 300 crowns; from 1 to 1½ litres, 500; from 1½ to 2 litres, 800; from 2 to 2½ litres, 1,200; from 2½ to 3 litres,

2,200; from 3 to 3½ litres, 3,500; from 3½ to 4 litres, 4,500 crowns; and for each further half litre of cylinder content the rate of tax is increased by 500 crowns up to a maximum tax of 8,000 crowns.

For passenger vehicles driven with electricity, a tax of 50 crowns will be levied on each 100 kilogrammes (220 pounds) of weight, any unit over 50 kg. to count as 100 kg. This rate of taxation will also apply to autobusses, tractors with trailers, and steam-driven cars.

On trailers and motor trucks equipped with pneumatic tires a tax will be levied amounting to 35 crowns on each 100 kg. of the weight or on each 100 kg. of freight capacity. When equipped with solid rubber tires the tax will be increased by 50 per cent; when equipped with metal tires by 20 per cent more.

Motor vehicles, which are used partly as passenger cars and partly as freight trucks, will be taxed the same as freight trucks.

For a period of six months 55 per cent of the annual tax will be imposed.

(2) The turnover or luxury tax is levied on all sales of motor vehicles and is paid by the seller. The luxury tax amounts to 12 per cent of the value and is imposed on passenger motor vehicles with a cylinder content of over 2½ litres. All other motor vehicles are subject to the turnover tax of 2 per cent of the value.

It is proposed to exempt all passenger motor cars from payment of luxury tax when the State road tax on motor vehicles, described above, comes into force.

The consequence of the replacement of the luxury and municipal taxes by the State road tax would be to equalize the tax burden between domestic and foreign cars. Most Czechoslovak passenger motor cars are built with a low cylinder content in order to secure exemption from luxury tax. It is estimated by a private source that in 1926 domestic motor cars representing 70 per cent of the total sales contributed only 20 per cent of the total amount of luxury tax levied on motor vehicles, the balance being paid by foreign cars representing about 30 per cent of the total sales.

FOREIGN TRADE OF CHINA, 1926

TRADE COMMISSIONER L. M. COSGRAVE

[1 Haikwan tael equals 80 cents Canadian currency, approximately; 1 picul equals 133 pounds.]

Shanghai, August 5, 1927.—Advance reports on the trade of China during 1926, as furnished by the Statistical Department of the Chinese Maritime Customs, again provide an amazing example of China's virility and ability to carry on both foreign and domestic trade under conditions—political, civil, labour, exchange—which would produce nothing short of an economic catastrophe in any Western country.

The total value of the foreign trade of China (i.e. excluding treasure) in 1926 was 1,980,000,000 Haikwan taels, an increase of 198,520,000 taels over the preceding year and of 198,250,000 taels over the 1924 figure. This unlooked for result, though due in part to a greater movement of goods, was also caused by higher prices, especially in exports, and by the fall in silver, which greatly increased the value of imports when converted into customs currency. In imports the total for 1926 amounted to 1,124,221,000 taels, an increase of 176,356,000 taels as compared with 1925, while the aggregate value of Chinese produce exported abroad advanced by 87,941,000 taels over the 1925 figure, the total value for 1926 being 864,294,000 taels.

Though the above figures show a large adverse trade balance, it is difficult to ascertain whether this was actually due to expansion of imports over exports or a result of exchange fluctuations and higher values. It is obvious, however, that China is still dependent on foreign countries for a large number of products

which she has not yet succeeded in producing for herself, while products actually manufactured in China continue to meet strong competition from similar products manufactured by other countries in those foreign markets in which China has succeeded in establishing a footing.

DIRECTION OF CHINA'S FOREIGN TRADE

In thousands of Haikwan taels (000 omitted)

Country	Net Imports			Exports		
	1924 Hk. Tls.	1925 Hk. Tls.	1926 Hk. Tls.	1924 Hk. Tls.	1925 Hk. Tls.	1926 Hk. Tls.
Hong Kong..	238,355	172,789	119,976	173,163	114,715	93,802
Macao..	7,689	8,272	3,873	5,087	4,068	2,517
French Indo-China..	10,083	15,576	51,504	3,675	6,940	18,434
Siam	2,326	10,508	16,545	3,273	4,799	7,341
Singapore, Straits, etc.	8,916	9,016	9,889	19,617	23,786	30,060
Dutch Indies.	20,496	36,808	31,340	9,317	10,117	9,390
British India.	38,739	48,737	79,071	11,436	12,777	15,922
Turkey, Persia, Egypt, Aden, etc.	772	2,560	1,262	18,556	20,584	22,624
Great Britain	125,292	92,458	115,583	50,251	47,643	55,836
Germany	38,539	32,146	45,382	15,949	16,427	17,760
Netherlands	20,440	10,948	10,499	13,501	10,755	17,804
Belgium..	18,267	10,757	14,346	3,420	3,905	3,596
France.	10,424	12,314	16,791	45,096	66,077	68,146
Italy	6,236	6,039	9,092	8,948	9,903	13,266
Russia and Siberia	8,612	11,844	21,444	46,359	47,962	64,120
Korea	9,443	8,467	10,160	30,855	34,782	46,376
Japan (incl. Formosa)	229,791	296,246	331,551	201,176	186,337	211,741
Philippine Islands..	3,124	5,204	5,297	4,284	4,714	6,663
Canada	15,552	7,177	24,037	1,107	1,266	1,674
United States (incl. Hawaii)	186,387	138,663	185,066	100,755	143,153	150,113
Other countries.	18,728	11,336	21,513	5,959	5,643	7,110
Total..	1,018,211	947,865	1,124,221	771,784	776,353	864,295

In studying the foregoing figures, it must be borne in mind that as China has no favoured-nation treaties by sea, the Chinese Customs record entries and exports in accordance with bills of lading and shipping orders. The actual country of origin or destination thereof may in many cases not appear on such shipping documents. The figures above quoted relating to Hong Kong and the United States, both of which form forwarding centres for large quantities of products from other countries of origin than in the usual shipping documents, illustrate the point.

EFFECT OF EXCHANGE FLUCTUATIONS ON TRADE IN CHINA

The difficulty in analysing China's trade from the standpoint of values may be illustrated by the following comparison. The value of imports in 1926 was, as has been stated, 1,124,000,000 Hk. taels which, at the average rate of exchange for the year of 3s. 1½d., is equivalent to £175,074,000. The previous year's total was 947,864,000 taels which, at the average rate of exchange of 3s. 5½d., represented £165,382,000 sterling. A study of these figures indicates at once the influence of exchange fluctuation.

The excess in silver currency of the total value of imports in 1926, as compared with 1925, was 176,356,000 Hk. taels, while the increase in sterling was only £9,691,000. Had the average rate of exchange in 1926 been the same as in 1925, and had the total value of net imports still been 1,124,000,000 Hk. taels, the sterling increase would have been no less than £30,000,000. It is obvious therefore that the remarkable increase in the silver value of net imports obtained in 1926 was due in part, as has already been remarked, to the heavy drop in exchange during the second half of 1926. In any event, whatever causes regulate the values of the year's trading, such values are at least a fair indication of the amount of business done.

Comments on Main Import Items

METALS AND MINERALS

In reviewing the metal trade during 1926, it is necessary to make the distinction between figures as recorded in Customs statistics and the profit made by dealers. Importations of metals during the year show several notable advances over 1925, due partly to speculation in the hope of improved trade, and partly to the necessity of laying in stocks before the increased surtaxes and Customs duties came into force. The same may be said, however, of most articles of import during 1926.

Despite the reverses suffered by the Northern war lords, railway activity in Manchuria continued unabated, and Manchuria absorbed large quantities of rails and other constructional material. The feature of the year was the strong Japanese competition in galvanized sheets which during recent years has developed into an important industry in Japan, large quantities of black sheets from North America and Europe being imported into Japan, galvanized, and consigned to China at prices against which western countries could not compete. This is a situation which it is not anticipated will continue.

During the year under review business in metals was more or less steady in Shanghai, the main metal centre, particularly in tinned plates, galvanized sheets, black and galvanized gas tubes, bamboo steel, and staple hardware products. Canton and South China exhibited little interest due to severe economic dislocation, and the same applies to Tientsin. The fall in exchange in the latter half of the year curtailed buying, and enabled overstocked dealers to dispose of a large proportion of their holdings. The year 1926 cannot be considered a good one for metals, but it is satisfactory to note that dealers at least covered expenses. Comparative figures of the past three years of the more important import figures are given below.

	1924 Piculs	1925 Piculs	1926 Piculs
Copper, ingots and slabs.	564,990	135,471	98,338
Foil, tin and lead	106,082	65,993	117,271
Iron and steel, ungalvanized:			
Angles	229,394	152,482	259,882
Bar croppings and bar ends	482,569	429,132	747,764
Bars	1,986,526	825,321	1,521,904
Cobbles.	208,232	224,236	186,189
Hoops	140,060	111,901	116,252
Nails, wire and cut	647,307	189,234	250,635
Old or scrap, not otherwise recorded	810,108	746,665	420,202
Pig and kentledge	104,491	244,018	238,309
Pipes and tubes	216,181	171,542	297,204
Plate cuttings	654,273	501,829	562,830
Rails.	946,521	891,983	849,348
Sheets and plates	759,615	555,496	655,143
Tinned plates, plain	888,197	632,865	649,657
Iron and steel, galvanized:			
Sheets, plain	263,259	223,937	265,770
Wire	148,540	131,590	140,933
Wire shorts	107,430	145,007	125,076
Lead, pigs or bars	159,567	118,223	154,102
Tin, ingots and slabs	56,467	56,545	53,684

MACHINERY

The year under review was characterized by active inquiries for and restricted sales of machinery. During the first half of the year it seemed as if a period of prosperity was in sight for this branch of the foreign trade. Numerous inquiries were made for locomotives, for flour mill and mining equipment and power plants, both as regards additions and replacements. A special feature was the great interest shown in Diesel engines, a form of power that is becoming

increasingly popular in China, because of its reliability and its great economy as compared with steam engines. A fair amount of interest was exhibited also in spinning machinery due to expansion, at Shanghai and elsewhere, of Chinese-owned mills.

Unfortunately, during the second half of the year these promises were not realized. Civil war, and a heavy fall in exchange, had an adverse influence so that by the end of the year business in machinery was practically stagnant. In fact, not only were inquiries withdrawn, but it even became difficult to induce buyers to take delivery of machinery previously ordered, while at times it was impossible to obtain payment for goods delivered owing to the risks incurred in remitting money from the interior.

TIMBER

Importations of Oregon pine during 1926 exceeded all previous records, and it is estimated that at Shanghai alone some 146,500,000 feet were imported against 89,400,000 in 1925. On the whole, the timber market was characterized by a lively competition amongst importers, resulting in very close buying on the part of retailers and corresponding price cutting on the part of wholesale dealers, in order to solicit business so that the retail market was often below replacement value levels, despite an active demand caused by building activities, road-widening programs and other enterprises in many parts of China. Prices at Shanghai for Oregon pine were quoted at the beginning of the year at 48 taels per 1,000, and advanced during the spring to 50 and 52 taels, but soon dropped again as low as 44 taels. The fall in exchange caused a reaction and enabled prices to rise to 58 taels, which higher level, however, did not last very long, as the unsettled state of the country and the approaching Chinese New Year settlement brought about a slump, so that by the end of the year prices declined to, and remained steady at, 54 taels.

The total importation of softwood timber in superficial feet for 1926 was 304,710,000, as compared with 208,892,000 in 1925 and 272,500,000 in 1924. The principal countries of origin (with quantities in superficial feet) were: United States, 202,084,000; Japan, 62,567,000; Canada, 15,877,000; Russia, Pacific ports, 10,322,000.

PAPER

American newsprint was able to compete very successfully in the first half of 1926 with the European article. Warfare in North China, and the general upheaval in the upper and middle Yangtze regions, interfered severely with the free movement of cargo. Consignments arriving from abroad could not be delivered in the interior, and consequently the Shanghai market became overstocked with paper, and prices were forced down to unprofitable levels. A further calamity arose from the heavy drop in exchange during the second half of 1926, which hit the majority of dealers very adversely, as they had not fixed the exchange for shipments which had arrived or which were on their way out, while at the same time they could not increase their prices in proportion to the fall in exchange on account of an overstocked market.

Moreover, a decline in home prices had induced dealers to indulge in speculative buying, which only served to enhance stocks, since on account of the disturbed conditions of the country, very little could find its way into the interior. The situation became so acute in September that it was decided by the Shanghai Paper Importers' Association to use extreme caution in ordering fresh supplies, especially of newsprint, until overstocks had been worked off.

There is no doubt that paper of all kinds is in great demand in China, and that even during the last half of the year some of it found its way into the interior at buyer's risks and against cash payments at Shanghai. Such cases, however, were the exception.

Reference to the Customs statistics gives the following import figures for the last three years:—

	1924 Piculs	1925 Piculs	1926 Piculs
Common printing	621,976	632,572	806,258
M.G. cap	391,469	402,898	496,518
Printing	246,827	177,759	263,798
Cigarette	43,362	28,413	46,536

OTHER ARTICLES OF IMPORT

The importation of gunny bags, old and new, showed an increase of over 160,000 piculs when compared with the 1925 imports, which were some 340,000 piculs in excess of 1924. Cheaper prices, which resulted in extensive buying, and the need of this commodity for the export trade in beans, etc., were responsible for these increases. The aggregate value of building materials imported during 1926 was also greater than in 1925, although it did not reach the 1924 figure. Whether the advance on the 1925 value is due to increased importations or to higher values it is difficult to say, but the figures are nevertheless a fair indication of a great activity in building operations throughout China. The noticeable figures for wheat flour are the result of a decreased home production in favour of other foodstuffs as well as on account of climatic adversities. It is interesting also to note, as an indication of a greater use of motor vessels and cars, the enhanced importation of gasoline, liquid fuel and lubricating oils.

	1924	1925	1926
Bags, gunny, old and newPiculs	666,569	844,653	1,014,450
BicyclesPieces	22,504	11,270	16,504
Building materialsHk. tael	3,411,141	2,429,264	3,058,892
CigarettesMille	9,753,734	6,490,123	7,739,028
CigarsMille	24,963	24,327	24,529
Flour, wheatPiculs	6,577,390	2,811,500	4,285,124
Gasoline, etc.Gallons	7,265,093	8,823,511	12,797,291
India-rubber tires and inner tubesHk. tael	731,114	1,479,956	2,133,028
India-rubber boots, shoes and other manufacturesHk. tael	1,465,741	1,440,215	2,254,212
Kerosene oilGallons	223,207,104	258,570,591	232,991,961
Liquid fuelTons	104,025	95,823	133,728
Locomotives and tendersHk. tael	1,064,663	892,015	1,441,711
Lubricating oilGallons	8,788,847	7,080,593	9,025,798
Milk, condensedPiculs	51,423	49,008	57,992
Railway carriages and wagons (including tram-cars)Hk. tael	2,145,196	1,612,118	2,004,499
Rice and paddyPiculs	13,198,054	12,634,624	18,700,797
Seaweed and Agar-agarPiculs	559,819	516,882	747,252

TARIFF CHANGES AND CUSTOMS REGULATIONS

Iron and Steel Duties in India

TRADE COMMISSIONER H. R. POUSSETTE

Calcutta, August 24, 1927.—At the last session of the Indian Legislature held in Delhi, an Act called "The Steel Industry (Protection) Act, 1927," was passed and duly received the assent of the Governor General, and came into force on April 1, 1927.

Classes of goods affected by this measure comprise: coal tubs, tipping wagons and the like conveyances designed for use on light rail track (for manual or animal labour) when made mainly of iron or steel; iron angle, channel and tee; common bar iron; iron or steel nails wire or French; iron or steel pipes and tubes and fittings therefor; iron or steel plates or sheets; iron or steel wire (not including barbed or stranded fencing wire, wire rope or wire netting); iron or steel being original ship material for reassembly (but not

including machinery); rails, fish-plates, spikes, tie-bars, switches, crossings, sleepers, other than cast iron (railway track material); steel angle, tee, beam, channel, zed, trough and piling; steel bar and rod; structural steel, as defined; steel tinplates and tinned sheets.

PREFERENCE TO UNITED KINGDOM

One of the most interesting and important provisions in the act is that it provides for a form of preference to certain iron and steel goods of British manufacture which may have been prescribed by the Governor General in Council. The advantages of the preference are confined to the United Kingdom of Great Britain and Northern Ireland. At the present time the provisions of the act excepting two or three items are not likely to be of more than academic interest to Canadian manufacturers, but there are one or two items which either now or in the future may place Canadian exporters at something of a disadvantage as compared with those of the United Kingdom.

PROTECTION FOR SEVEN YEARS

The Indian Government decided in 1924, owing to the then position of the steel industry, to grant a measure of protection, terminable on March 31 this year; and the protection thus afforded has, with modifications, been extended for seven years—that is, until 1934. India has one very large company manufacturing iron and steel, and apparently the principal reason for continuing the protection for a period of seven years was to assist this company, which claimed that it was suffering considerable disadvantage from foreign competition. Under the new bill, taking it as a whole, the duties have been somewhat lowered.

REASON FOR REDUCED RATES ON BRITISH STEEL

The committee of inquiry appointed to review the situation examined six methods by which protection might be afforded the industry. The first four of them were rejected as being unsuitable and the discussion concentrated on the two last proposals, (5) the imposition of uniform duties, etc., and (6) the imposition of duties on British steel, etc. The committee finally fixed on the last proposal as best suiting the purpose in view. In selecting this proposal the committee disclaimed any intention of introducing a policy of Imperial Preference in any form, or of being guided by other than purely economic issues. It was believed that the prices of British steel were more stable than Continental and might be regarded as basic, whereas it was felt that future prices of Continental bars, sections, plates and black sheets were, the committee state, extremely uncertain, and being complicated by fluctuations in exchange and trade combinations or cartels, made it practically impossible to foresee at what price they would settle.

Information as to rates of duty imposed on any of the classes of goods affected may be obtained on application to the Department of Trade and Commerce, Ottawa.

Franco-German Commercial Treaty

The Department of Trade and Commerce has received from Trade Commissioners at Paris and Hamburg copies of the new commercial convention between France and Germany which went into force as from September 6 (see articles in last week's *Commercial Intelligence Journal*, pages 435 and 436). Information as to rates of duty altered on account of this convention may be obtained on application to the Department at Ottawa.

United States Milk and Cream Import Regulations

A notice has been issued by Mr. W. G. Campbell, Director of Regulatory Work, Food, Drug and Insecticide Administration, United States Department of Agriculture, Washington, D.C., to holders of temporary permits under the Federal Import Milk Act and to others interested concerning the enforcement of this measure, which became effective as from May 17, 1927. (See *Commercial Intelligence Journal* No. 1217: May 28, 1927, page 648.) The present circular refers to a pamphlet containing the text of the Federal Import Milk Act and related regulations. The new notice reads:—

Although funds are not yet available for the active enforcement of this measure, the necessary forms to be used in reporting upon the examination of dairy cattle and the inspection of dairy farms and plants are now being printed and will be available shortly. Many holders of temporary permits have expressed a desire to procure supplies of these forms immediately in order that they may have the necessary inspections completed by authorized veterinarians during the summer season. Holders of temporary permits and other prospective shippers to the United States may procure supplies of the different forms by applying to the Food, Drug and Insecticide Administration, Washington, D.C. Requests for forms should be specific, stating the particular forms desired and the number of each. A brief description of each form follows:—

I.M. 1. *Report of Tuberculin Tests.*—Required of all producers of raw milk and raw cream intended for shipment to the United States.

I.M. 2. *Report of Physical Examination of Cows.*—Required of all producers of Milk and cream, raw or pasteurized, intended for shipment to the United States.

I.M. 3. *Certificate of Accredited Official of a Foreign Government of a State of the United States or Municipality thereof.*—Required only in case the shipper desires to take advantage of the provisions of section 3 of the Act, first paragraph, as explained in Regulation 14.

I.M. 4. *Application for a Permanent Permit.*—This must be filed by all shippers into the United States of milk or cream. For a definition of shipper, see Regulation 3 (g).

I.M. 5. *Score Card for Sanitary Inspection of Dairy Farms.*—Required for all farms producing milk or cream for shipment into the United States.

I.M. 6. *Score Card for Sanitary Inspection of Receiving and Shipping Plants.*—Required in all cases where shipment to the United States is made from a receiving or collecting plant.

The temporary permits under which shipments are now being made will be valid only until such time as funds are available to this Department for ascertaining that clauses 1, 2, and 3 of section 2 of the Act have been complied with, whereupon notice will be given to holders of temporary permits of the termination of such permits and of the necessity for submitting the necessary proof precedent to the issuance of a permanent permit.

Any shippers who desire to file applications for permanent permits, with the necessary supporting documents, may do so immediately and these applications will be held on file in the Food, Drug and Insecticide Administration until the necessary funds are available for the establishment of the necessary administrative machinery and the issuance of permanent permits.

Holders of temporary permits are advised to carefully read the regulations before requesting forms. The regulations in question have been issued by the United States Department of Agriculture in pamphlet form.

TENDERS INVITED

New Zealand

Copies of plans and specifications have been received from Mr. Paul Sykes, Assistant Canadian Trade Commissioner at Auckland, for equipment required by the Public Works Department, Wellington, as follows: three 60-foot deck plate girder spans together with steel piers for the Napier-Wairoa Railway. These plans and specifications are open for inspection at the Department of Trade and Commerce, Ottawa. Tenders, which close on October 25, 1927, should be addressed to the Secretary, Public Works Tenders Board, Wellington.

FOREIGN EXCHANGE QUOTATIONS FOR THE WEEK ENDING SEPTEMBER 26, 1927

The Foreign Exchange Department of the Bank of Montreal has furnished the following statement of the nominal closing quotations for all the principal exchanges for the week ending September 26, 1927. Those for the week ending September 19, 1927, are also given for the sake of comparison.

Country	Monetary Unit	Parity	Week Ending Sept. 19, 1927	Week Ending Sept. 26, 1927
Britain	£	\$4.86 $\frac{3}{4}$	\$4.8636	\$4.8600
Belgium	Belga	.1390	.1392	.1391
Czecho-Slovakia	Krone	.20263	.0296	.0296
Finland	Mark	.0252	.0252	.0252
France	Fr.	.1930	.0392	.0392
Holland	Florin	.4020	.4006	.4004
Italy	Lire	.1930	.0544	.0544
Spain	Pes.	.1930	.1734	.1760
Portugal	Esc.	1.0805	.0500	.0500
Switzerland	Fr.	.1930	.1928	.1925
Germany	Reichs Mk.	.2382	.2380	.2380
Greece	Dr.	.1930	.0134	.0133
Norway	Kr.	.2680	.2642	.2640
Sweden	Kr.	.2680	.2689	.2686
Denmark	Kr.	.2680	.2675	.2674
Austria	Schilling	.1407	.1412	.1412
Japan	Yen	.4985	.4675	.4645
Siam	Tical	.3709	.4500	.4500
India	Rupee	.3650	.3650	.3650
United States	\$	1.0000	.9995	.9986
Mexico . . . . .	\$	.4985	.4775	.4785
Argentine Rep.	Peso (Paper)	.4244	.4281	.4275
Brazil	Mil.	.5462	.1195	.1185
Jamaica	£	4.86 $\frac{3}{4}$	4.8600	4.8600
British Guiana	\$	1.0000	1.00 $\frac{3}{4}$ —1.001 $\frac{1}{2}$	1.00 $\frac{3}{4}$ —1.001 $\frac{1}{2}$
Barbados	\$			
Trinidad	\$			
Dominica	\$			
St. Kitts	\$			
Grenada	\$			
St. Vincent	\$	4.8665	3.9100	3.9000
Tobago	\$			
China	Tael	.6225	.6225	.6187
Batavia, Java	Guilder	.4020	.4008	.4006
Peru	Libra	4.8665	3.9100	3.9000
Singapore, Str. Settlement . . . . .	\$	.5678	.5612	.5612

TRADE INQUIRIES FOR CANADIAN PRODUCTS

Since the publication of the last *Commercial Intelligence Journal* there have been received the following inquiries for Canadian products. The names of the firms making these inquiries, with their addresses, can be obtained only by those specially interested in the respective commodities upon application to: "THE COMMERCIAL INTELLIGENCE BRANCH OF THE DEPARTMENT OF TRADE AND COMMERCE, OTTAWA," OR THE BOARDS OF TRADE AT ST. JOHN, HALIFAX, QUEBEC, SHERBROOKE, MONTREAL, TORONTO, WOODSTOCK, ST. MARY'S (ONT.), PORTAGE LA PRAIRIE, ST. BONIFACE (MAN.), WINNIPEG, VANCOUVER, NEW WESTMINSTER, AND PRINCE RUPERT; THE CHAMBERS OF COMMERCE AT BELLEVILLE, PETERBOROUGH, HAMILTON, ST. CATHARINES, STRATFORD, GUELPH, BRANTFORD, LONDON, ST. THOMAS, SARNIA, AND VICTORIA (B.C.); THE CHAMBRE DE COMMERCE, DISTRICT OF MONTREAL; BORDER CHAMBER OF COMMERCE, WINDSOR; THE CANADIAN MANUFACTURERS' ASSOCIATION OFFICES AT TORONTO, MONTREAL, WINNIPEG, EDMONTON, VANCOUVER, AND VICTORIA; AND THE KITCHENER AND WATERLOO MANUFACTURERS' ASSOCIATION, KITCHENER (ONT.).

Foodstuffs

898. EVAPORATED APPLES.—A firm in Hamburg, Germany, wish to get in touch with Canadian exporters of evaporated apples.

899. CANNED GOODS.—A firm of general merchants, exporters and importers, and manufacturers' representatives in New Zealand desire to secure the representation of firms in a position to export canned vegetables, canned fruit, and onions.

900. CANNED FRUITS.—A Belfast firm want to get in touch with Canadian exporters of canned fruits.

901. CANNED FRUITS.—A firm in Northern Ireland want to get in touch with Canadian suppliers of all kinds of canned fruits, including apricot pulp.

902. CANNED FISH.—A Belfast firm want to import from a Canadian source of supply canned salmon.

903. MACARONI AND VERMICELLI.—A firm of manufacturers' representatives and general merchants in New Zealand desire to get in touch with exporters of macaroni and vermicelli with a view to representing them in that country.

904. CONFECTIONERY.—A Belfast firm want to get in touch with Canadian exporters of chewing gum, mint creams, and other lines.

905. ROLLED OATS.—A firm of feeding-stuff merchants in the North of England are open to consider, as buyers, the direct importation of Canadian rolled oats and invite c.i.f. Liverpool quotations.

906. ROLLED OATS AND BARLEY.—A Belfast firm want to secure a Canadian source of supply of oats and barley.

907. OATMEAL.—A firm of feeding-stuff merchants in the North of England are open to consider, as buyers, the direct importation of Canadian oatmeal and invite c.i.f. Liverpool quotations.

908. OATMEAL.—A firm in Northern Ireland want to secure in Canada a source of supply of all grades of oatmeal.

909. FLOUR.—A firm in Antrim, Northern Ireland, want to get in touch with exporters of bakers' flour.

910. FLOUR.—A firm of manufacturers' representatives and general merchants in New Zealand desire to get in touch with exporters of flour.

Miscellaneous

911. CATTLE FEEDING STUFFS.—A firm in Antrim, Northern Ireland, want to get in touch with Canadian sources of cattle feeding stuffs, such as wheat, linseed cake and meal.

912. BARLEY.—Importers in Rhineland, Germany, desire connection.

913. FISH MEAL.—A German house in Mannheim desires connection with Canadian exporters.

914. PULVERIZED OATS.—A firm of feeding-stuff merchants in the North of England are open to consider, as buyers, the direct importation of Canadian pulverized oats, and invite c.i.f. Liverpool quotations.

915. POULTRY FOODS.—A firm in Northern Ireland want Canadian connections for poultry foods, medicines, and grits (oyster shell, etc.).

916. INCUBATORS AND FOSTER MOTHERS.—A firm in Northern Ireland want Canadian connections for incubators and foster mothers for the rearing of poultry.

917. EGG CASE FILLERS.—A West of England firm of egg importers desire to hear from Canadian firms who can offer a waxed egg case filler to be used with standard-size Canadian egg box.

918. EGG BOXES AND FILLERS.—A West of England firm of egg importers desire quotations on Canadian egg boxes and fillers.

919. PAPER (NEWSPRINT, PRINTING, AND WRAPPING).—One of the oldest established and largest trading companies in Australia (with paid-up capital and reserves of £3,000,000), with warehouses and offices in each state, desires representation of Canadian paper mills. Paper department under experienced and expert management.

920. CANADIAN NEWSPRINT.—An Australian paper and paper machinery firm desire the representation of a leading Canadian newsprint mill. Every Commonwealth centre regularly called upon.

921. RAW MATERIALS.—A Glasgow firm are open to act as commission agents or on a buying basis for raw materials used in the manufacture of paints, paper, rubber goods textiles and linoleum, and for sundry articles stocked by grocers, drug stores, and confectioners.

922. WOOD-PULP BOARD.—An Irish firm want to procure from Canada solid wood-pulp board for manufacturing egg sections.

923. BOX SHOOKS.—An Irish firm want to get in touch with a Canadian source of supply of box shooks for egg boxes.

924. BOX SHOOKS AND DOWELS.—A London company ask to be placed in communication with Canadian manufacturers of box shooks and dowels seeking trade in the United Kingdom.

925. SEEDS.—A Belfast firm invite offers from Canadian exporters of alsike, mixed alsike and white clover, red clover, and timothy grass seeds.

926. OILS.—A firm in Northern Ireland desire to import lubricating oils from Canadian suppliers.

927. SLAG.—Importer in Cologne, Germany, is desirous of hearing from Canadian exporters of slag or metal residues, particularly those containing nickel.

928. FLAX FIBRE.—A Belfast firm want to get post samples of Canadian flax fibre.

929. RUBBER-SOLED WHITE CANVAS SHOES.—A manufacturers' representative in Jamaica would like the agency of a Canadian manufacturer.

930. BOOTS AND SHOES.—Jamaican firm wish to buy boots and shoes from Canada.

931. LEATHER.—A Belfast firm want to get in touch with Canadian exporters of sole and upper leather.

932. KID LEATHER.—South Holland importer desires agency for cheap quality kid leather in plain colours and black. Competitive price 18-30 Canadian cents per square foot f.o.b. Montreal, less 5 per cent discount.

933. MACHINERY.—A firm in Portadown, Ireland, want to get in touch with a Canadian manufacturer and exporter of machines for manufacturing egg fillers.

PROPOSED SAILINGS FROM CANADIAN PORTS

(The sailing dates are approximate and subject to change without notice)

From Montreal

To ANTWERP.—Canadian Trapper, Oct. 12; Canadian Raider, Oct. 22; Canadian Rancher, Nov. 1—all C.G.M.M.

To AVONMOUTH.—Colonian, Oct. 15; Oxonian, Oct. 22; Huronian, Nov. 5—all White Star-Dominion; Concordia, Oct. 8; Salacia, Oct. 29—both Cunard Line.

To BELFAST, LONDONERRY, CORK AND DUBLIN.—Torr Head, Head Line, Oct. 9.

To CARDIFF AND SWANSEA.—Canadian Victor, Oct. 7; Canadian Commander, Oct. 21; Canadian Leader, Nov. 4—all C.G.M.M.

To DUNDEE.—Cairnross, Thomson Line, Oct. 15.

To GLASGOW.—Balfour, Oct. 8; Metagama, Oct. 27—both Canadian Pacific; Carmia, Oct. 14; Letitia, Oct. 21; Gracia, Oct. 28; Athenia, Nov. 4—all Cunard Line.

To HULL.—Ariano, Oct. 4; Comino, Oct. 25—both Furness Line.

To LIVERPOOL.—Montclare, Oct. 7; Montrose, Oct. 14; Montcalm, Oct. 21; Minnedosa, Oct. 26; Montclare, Nov. 4—all Canadian Pacific; Calgarie, Oct. 5; Megantic, Oct. 8; Doric, Oct. 15; Albertic, Oct. 22; Regina, Oct. 29; Calgarie, Nov. 2—all White Star-Dominion; Andania, Cunard Line, Oct. 14.

To LONDON.—Canadian Trapper, Oct. 12; Canadian Raider, Oct. 22; Canadian Rancher, Nov. 1—all C.G.M.M.; Antonia, Oct. 7; Aescania, Oct. 14; Alaunia, Oct. 21; Ausonia, Oct. 28—all Cunard Line; Bothwell, Oct. 15; Bolingbroke, Oct. 22; Bosworth, Oct. 28—all Canadian Pacific; Ariano, Oct. 4; Comino, Oct. 25—both Furness Line.

To MANCHESTER.—Manchester Division, Oct. 6; Manchester Brigade, Oct. 13; Manchester Regiment, Oct. 20; Manchester Commerce, Oct. 27—all Manchester Liners.

To NEWCASTLE AND LEITH.—Cairntorr, Oct. 8; Cairnross, Oct. 15; Cairnglen, Oct. 20; Cairnesk, Oct. 29—all Thomson Line.

To HAMBURG.—Scatwell, Oct. 6; Cairnglen, Oct. 20; Cairngowan, Nov. 3—all Thomson Line; Golden Gate, Oct. 7; Brant County, Oct. 27—both County Line; Brandon, Oct. 7; Bosworth, Oct. 28—both Canadian Pacific.

To HAVRE.—Grey County, County Line, Oct. 20.

To ROTTERDAM.—Key West, Oct. 12; Hada County, Oct. 21—both County Line.

To COPENHAGEN AND BALTIC PORTS.—Frode, Oct. 5; Ivar, Oct. 20; Nevada, Oct. 30—all Scandinavian-American Line.

To ITALIAN PORTS.—Valsavoia, Oct. 20; Valleluce, Nov. 1—both Lloyd Mediterraneo Italian Service.

To SOUTH AND WEST AFRICAN PORTS.—Cochrane, Elder Dempster Line, Oct. 15.

To NORWEGIAN PORTS.—Idejford, Oct. 15; Topdalsfjord, Nov. 5—both Norwegian-American Line.

To SOUTH AMERICAN PORTS.—A steamer, Canadian-South American Line, Oct. 25.

To AUSTRALIAN PORTS.—Canadian Transporter, C.G.M.M., Oct. 22; a steamer, New Zealand SS., Oct. 24.

To NEW ZEALAND PORTS.—A steamer, New Zealand SS., Oct. 24; Canadian Seigneur, C.G.M.M., Oct. 25.

To ST. KITTS, ANTIGUA, BARBADOS, TRINIDAD AND DEMERARA.—Canadian Beaver (calls at Guadeloupe), Oct. 6; Canadian Otter, Oct. 20; Canadian Runner, Nov. 3—all C.G.M.M.

TO BERMUDA, BAHAMAS, JAMAICA AND BRITISH HONDURAS.—Canadian Fisher, Oct. 5; Canadian Forester, Oct. 26—both C.G.M.M.

TO ST. JOHN'S, Nfld. (via CHARLOTTETOWN).—Canadian Sapper, C.G.M.M., Oct. 13; Nov. 3; Copthorne, Oct. 15; Farnham, Oct. 26—both Canada Steamship Lines.

TO CORNERBROOK, Nfld.—New Northland, Oct. 12, Oct. 26; Nayarit, Oct. 17, Oct. 31—both Clarke SS. Co.

From Quebec

TO ANTWERP AND SOUTHAMPTON.—Montroyal, Oct. 5; Montuairn, Oct. 19; Montroyal, Nov. 2—all Canadian Pacific.

TO SOUTHAMPTON.—Empress of France, Oct. 12; Empress of Scotland, Oct. 26—both Canadian Pacific.

From St. John

TO BERMUDA, ST. KITTS, ANTIGUA, MONTSERRAT, DOMINICA, ST. LUCIA, BARBADOS, ST. VINCENT, TRINIDAD AND DEMERARA.—Canadian Volunteer, Oct. 8; Canadian Skirmisher, Oct. 22—both C.G.M.M.; Ottar, Pickford & Black, Oct. 19.

From Halifax

TO BORDEAUX AND VIGO (SPAIN).—Roussillon, French Line, Oct. 16.

TO LIVERPOOL.—Nova Scotia, Oct. 8; Newfoundland, Oct. 26—both Furness, Withy.

TO LONDON.—Kenmore, Furness, Withy, Oct. 17.

TO LONDON AND HULL.—Ariano, Furness, Withy, Oct. 8.

TO MANCHESTER.—Manchester Division, Furness, Withy, Oct. 10.

TO GLASGOW.—Rexmore, Furness, Withy, Oct. 8.

TO ST. JOHN'S, Nfld.—Nova Scotia, Oct. 8; Newfoundland, Oct. 26—both Furness, Withy; Farnorth, Farquhar SS., Oct. 8; Silvia, Oct. 11, Oct. 25; Nerissa, Oct. 18, Nov. 1—all Red Cross Line; Magna, Newfoundland-Canada Traders, Oct. 10, Oct. 26.

TO EAST COAST NEWFOUNDLAND PORTS.—Magna, Newfoundland-Canada Traders, Oct. 10, Oct. 26.

TO WEST COAST NEWFOUNDLAND PORTS.—Skipper, Farquhar SS., Oct. 13.

TO SOUTH COAST NEWFOUNDLAND PORTS AND ST. PIERRE-MIQUELON.—Pro Patria, French Mail Service, Oct. 11, Oct. 25; Skipper, Farquhar SS., Oct. 13.

TO BERMUDA, ST. KITTS, NEVIS, ANTIGUA, MONTSERRAT, DOMINICA, ST. LUCIA, BARBADOS, ST. VINCENT, GRENADA, TRINIDAD AND DEMERARA.—Canadian Pathfinder, Oct. 7; Canadian Volunteer, Oct. 21; Canadian Skirmisher, Nov. 4—all C.G.M.M.; Adolf Bratt, Oct. 13; Ottar, Oct. 27—both Pickford & Black.

TO SANTIAGO (CURA) AND KINGSTON (JAMAICA).—Andalusia, Oct. 19; Caledonia, Nov. 2—both Pickford & Black.

From Vancouver

TO YOKOHAMA, KOBE, NAGASAKI, SHANGHAI, HONG KONG AND MANILA.—Empress of Asia, Oct. 13; Empress of Canada, Nov. 3—both Canadian Pacific.

TO YOKOHAMA, KOBE AND DAIREN.—Paris Maru, Oct. 6; Africa Maru, Oct. 18; London Maru, Oct. 20; Arabia Maru, Oct. 24—all Osaka Shosen Kaisha.

TO YOKOHAMA, KOBE, MIKE AND HONG KONG.—Talthybius, Blue Funnel, Oct. 18.

TO HONOLULU, SUVA, AUCKLAND AND SYDNEY.—Niagara, Canadian-Australasian Service, Oct. 19.

TO HAVRE, ANTWERP AND BORDEAUX.—Notre Dame de Fourviere, Oct. 14; Oklahoma, Oct. 28—both Cie. Gle. Transatlantique.

TO MARSEILLES, BARCELONA, GENOA, LEGHORN, NAPLES, VENICE AND TRIESTE.—Arsa, Oct. 27; Fella, Oct. 31—both Navigazione Libera Triestina.

TO MANCHESTER.—London Importer, Oct. 13; Pacific Reliance, Oct. 28—both Furness (Pacific) Ltd.

TO LONDON, HAMBURG, ROTTERDAM AND ANTWERP.—Eemdyk, North Pacific Coast Line, Oct. 30.

TO LIVERPOOL, SOUTHAMPTON, LONDON AND ROTTERDAM.—Loch Monar, Oct. 7; Loch Coil, Oct. 21; Cardiganshire, Nov. 4—all North Pacific Coast Line.

TO GLASGOW, HAMBURG, ROTTERDAM AND ANTWERP.—Moerdyk, North Pacific Coast Line, Oct. 9.

TO LIVERPOOL, LONDON AND HULL.—City of Evansville, Ellerman & Bucknall SS., Oct. 21.

TO BRISBANE, SYDNEY, NEWCASTLE, MELBOURNE AND ADELAIDE.—Roxen, Australian Service, Oct. 25.

TO KINGSTON (JAMAICA), PORT OF SPAIN (TRINIDAD), AND BRIDGETOWN (BARBADOS)—Chr. Knudsen, Canadian Transport Co., Oct. 10.

LISTS OF ACTS ADMINISTERED AND PUBLICATIONS ISSUED BY THE DEPARTMENT OF TRADE AND COMMERCE

Applications for these Acts of Parliament and other publications in this list, together with remittances for the same, should be addressed to the King's Printer, Government Printing Bureau, Ottawa, marked "Attention Chief Clerk of Distribution".

Copper Bars and Rods Bounty Act. Copyright Act.
Electricity and Fluid Exportation Act. Electricity Inspection Act.
Electric Units Act. Gas Inspection Act. Gold and Silver Marking Act.
Grain Act. Hemp Bounty Act. Inland Water Freight Rates Act.
Patent Act. Statistics Act. Trade Mark and Design Act.
Timber Marking Act. Inspection of Water Meters Act.
Weights and Measures Inspection Act.

MISCELLANEOUS

Annual Report of the Department of Trade and Commerce. (Price 10 cents.)
Annual Report of the Board of Grain Commissioners for Canada. (Price 25 cents.)
Annual Report of Weights and Measures, Electricity and Gas. (Price 10 cents.)
Canada-British West Indies-Bermuda-British Guiana-British Honduras Trade Agreement (1925). (Price 10 cents.)
Canada West Indies Conference (1920). (Price 25 cents.)
Canada-West Indies Conference Report, (1925). (Price \$1.)
Dominion Grain Research Laboratory (1920). (Price 10 cents.)
Electrical Standards and their application to Trade and Commerce.
Final Report of the Fuel Controller (1920).
Grain Inspection in Canada (1914). (Price 25 cents.)
List of Licensed Elevators, etc. (Price 50 cents.)
Motion Pictures, Catalogue of. (Price 10 cents.)
Pan-Pacific Commercial Conference (1923). (Price 10 cents.)

PUBLICATIONS OF THE COMMERCIAL INTELLIGENCE SERVICE

NOTE.—Publications of the Commercial Intelligence Service are free to subscribers to the Commercial Intelligence Journal.

Commercial Intelligence Journal Weekly (In English and French), containing Reports of Trade Commissioners and other Commercial Information. Annual Subscription: In Canada, \$1; single copies, 5 cents. Outside Canada \$3.50; single copies, 10 cents.
Chinese Markets for Canadian Products (1919). (Price 25 cents.)
Denmark as a Market for Canadian Products (1926). (Price 25 cents.)
German War and its Relation to Canadian Trade (1914). (Price 25 cents.)
Indian Empire as a Market for Canadian Products (1922). (Price 25 cents.)
Lumber Market of Japan (1926). (Price 25 cents.)
Markets of British Malaya (1923). (Price 25 cents.)
Markets of Jamaica and the Republic of Colombia, Venezuela and Panama (1922). (Price 25 cents.)
Packing for Overseas Markets (1922). (Price 25 cents.)
Peru as a Market for Canadian Products (1926). (Price 25 cents.)
Report of Special Trade Commission to Great Britain, France and Italy. (French and English) 1916). (Price 25 cents.)
Representation in British and Foreign Markets (1923). (Price 25 cents.)
Republic of Chile: Its Economic Condition and Trading Opportunities (1923). (Price 25 cents.)
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Trading with Spain (1920). (Price 25 cents.)
Toy Making in Canada (1916). (Price 25 cents.)
West Africa and its Opportunities for Canadian Trade (1921). (Price 25 cents.)

PUBLICATIONS OF THE DOMINION BUREAU OF STATISTICS

The following is an abbreviated list of publications of the Bureau of Statistics.

Census of Canada.
Census of Prairie Provinces (1916).
Miscellaneous Statistics respecting the following: Criminal; Education; Finance (Provincial and Municipal); Transportation, including railways and tramways, express, telegraphs, telephones water, etc.; Production, including agriculture, furs, fisheries, forestry, mining and manufactures: Vital (annual and monthly).
Monthly Bulletin of Agricultural Statistics
Sixty Years of Canadian Progress (1927). (Price 10 cents.)
Year Book of Canada.
Report of the Dominion Statistician, Annual.
Trade of Canada (Imports and Exports), Annual and Monthly.
Trade (Internal), including grain, live stock, coal prices, etc.

COMMERCIAL INTELLIGENCE SERVICE

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C. Noel Wilde. Address for letters, Apartado Num. 126-bis, Mexico City. Office, Edificio Banco de Londres y Mexico, Num. 30. *Cable Address, Cancoma.*

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R. S. O'Meara, P.O. Box 84, Batavia, Java. (Territory includes Straits Settlements, Federated Malay States, Indo-China, and Siam.) *Cable Address, Canadian.*

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J. Forsyth Smith, Fruit Trade Commissioner, Century Bldgs., 31 North John Street, Liverpool. *Cable Address, Canfrucum.*

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United States

Frederic Hudd, 44 Whitehall street, New York City. *Cable Address, Cantracom.*

NOTE.—Bentley's Complete Phrase Code is used by Canadian Trade Commissioners.

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Ottawa, October 8, 1927

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NOTICE TO CANADIAN EXPORTERS INTERESTED IN PERU, CHILE, AND URUGUAY

Mr. E. L. McColl, Canadian Trade Commissioner in Buenos Aires, is about to pay a visit to Peru, Chile and Uruguay in the interests of Canadian trade. Exporters interested in these markets are urgently requested to send catalogues and prices to him immediately, care of the British Legation, Lima, Peru, and Santiago, Chile, and care of the Royal Bank, Montevideo, Uruguay.

THE SWEDISH MARKET FOR CANADIAN GRAIN AND MILLED PRODUCTS

TRADE COMMISSIONER L. D. WILGRESS

[The introduction to this series of reports was published in No. 1233
(September 17) and No. 1235 (October 1).]

Hamburg, September 12, 1927.—In a previous report on Sweden as a Market for Canadian Products, published in *Commercial Intelligence Journal* No. 1233, it was pointed out that wheat accounted for slightly over half the total value of Canadian exports to Sweden in the last fiscal year and that milled products of grain comprised another 19 per cent, so that grain and milled products together accounted for about 70 per cent of the total Canadian exports to that market. The shipments of Canadian wheat to Sweden in the fiscal year ending March, 1927, amounted to 1,190,569 bushels of a total value of \$1,745,193, those of wheat flour to 92,523 barrels valued at \$642,117, and those of oatmeal and

rolled oats to 660 cwt. of a value of \$1,700. These were the only kinds of grain and milled products exported from Canada to Sweden in any quantity last year.

It was also shown in the section of the report above referred to, dealing with Swedish agriculture, that in normal years the wheat grown in Sweden suffices for only about 65 per cent of the requirements, while the rye crop covers slightly more than 90 per cent of the consumption. Together with corn, these are the only kinds of grain that Sweden requires to import in large quantities, although a small importation of oats has been usually necessary.

The total quantities of the principal grains and products milled therefrom imported into Sweden during the calendar year 1926 are given in the following table:—

Imports into Sweden, 1926

<i>Grain—</i>		
Wheat .....	..bushels	6,623,662
Rye .....	..bushels	970,435
Oats .....	..bushels	2,049,672
Barley .....	..bushels	945
Indian corn .....	..bushels	4,329,025
Beans .....	..metric tons	66,410
Peas .....	..metric tons	3,498
Vetches .....	..metric tons	2,206
Lupines .....	..metric tons	218
Malt .....	..metric tons	470
<i>Milled Products—</i>		
Flour of wheat .....	..barrels	139,229
Flour of rye .....	..barrels	2,496
Flour of oats .....	..barrels	7
Flour of barley .....	..barrels	2
Flour of Indian corn .....	..barrels	6
Other flour .....	..barrels	119
Bran of wheat .....	..metric tons	87,239
Bran of rye .....	..metric tons	3,599
Groats of wheat .....	..metric tons	453
Groats of oats .....	..metric tons	1,531
Other groats .....	..metric tons	28

The above table shows that it is chiefly in wheat and wheat products that opportunities for trade with Sweden are presented to Canadian exporters.

SOURCES OF SUPPLY

The Swedish trade statistics do not furnish a reliable indication of the quantities of grain and flour imported from Canada, owing to the fact that Canadian products shipped through ports in the United States are usually included among the imports from the latter country.

In the trade returns for 1926, out of a total import of 6,623,662 bushels of wheat, the United States are given as the country of origin for 2,896,985 bushels and Canada for 1,043,672 bushels. The other chief sources of supply were Germany with 1,263,110 bushels, Soviet Russia with 652,273 bushels, Denmark with 312,157 bushels, Argentina with 298,562 bushels, and Australia with 107,347 bushels. A part of the imports from Germany and Denmark probably represented transhipment cargoes.

Over half of the rye imported into Sweden in 1926 came from Germany. Danzig, Denmark, and the United States were the next chief sources of supply, while Canada occupied fifth place with 39,337 bushels.

The bulk of the oats imported in 1926 came from Argentina and Germany. Indian corn was imported chiefly from Argentina, Soviet Russia, Roumania, and Germany. The other grains imported in 1926 came from European countries. Of the beans imported, the bulk or 63,265 metric tons were comprised of soya beans, for which Great Britain and Denmark were given as the sources of supply.

The Swedish trade statistics give a total import of wheat flour in 1926 amounting to 139,229 barrels, of which 87,610 barrels are shown as having been

imported from the United States, 29,555 barrels from Canada, and 20,267 barrels from Denmark. The bulk of the rye flour imported in 1926 is given as coming from the United States and Germany. The groats of oats (rolled oats) imported into Sweden last year originated mostly in the United States, but Canada is given as the source of supply for 65,206 pounds. Of the wheat bran imported, the chief countries of origin were Germany, Argentina, Great Britain, Holland, and Denmark, while the small quantity of groats of wheat came mostly from France, the United States, and Germany.

TRADE IN WHEAT AND FLOUR

The bulk of the population of Sweden consume rye bread, but the use of wheat bread has been increasing. The national bread of the country is a hard biscuit-like bread made from bolted rye flour, which is eaten by all classes of the population. Of late years a large number of town dwellers have acquired the taste for wheat bread as a result of the period of prosperity enjoyed during the war, when in spite of the scarcity of wheat the high wages paid enabled many Swedish workers to try wheat bread.

The soil and climate of Sweden are not very suitable to wheat growing and a very soft kind of wheat is produced, which does not make a good baking flour. Imports of hard wheat accordingly have been necessary and the imported wheat is mixed with the domestic product in order to yield a satisfactory grade of flour. This explains the strong preference existing in Sweden in favour of Canadian wheat and wheat flour, which with its high gluten content is just the kind required for mixing with the domestic product.

Unfortunately the openings for the sale of Canadian flour to Sweden are restricted by the duties, which discriminate against the importation of flour in favour of that of wheat. The customs duty on wheat and rye imported into Sweden is kronor 3.70 (99 cents) per 100 kg. (220 pounds), while that imposed on flour is kronor 6.50 (\$1.74) per 100 kg. These relative duties furnish a substantial protection to the Swedish milling industry. In addition the mills are assisted by the granting of drawbacks on exported flour entitling them to import an equivalent quantity of grain free of duty.

In addition to the protection afforded them by the duty, the Swedish mills bring pressure on the wholesale flour dealers to restrict the trade in imported flour. These dealers are required to limit their business in foreign flour to 5 per cent of their total turnover.

Since the competition of the domestic mills is a decisive factor in the opportunities for the sale of Canadian flour to Sweden, and since these mills are important consumers of Canadian wheat, it is first of all desirable to give some particulars about the Swedish flour-milling industry.

SWEDISH FLOUR-MILLING INDUSTRY

According to the industrial census of 1923, there were 937 flour mills in Sweden with an annual production valued at 116,831,000 kronor. According to pre-war statistics, it was estimated that in 1912 the Swedish flour mills had a total output of around 400,000 metric tons (4,490,000 barrels) of flour and 200,000 metric tons of groats, grits, and bran.

The great majority of the flour mills are country mills, which chiefly produce rye flour. It is the development of industrial mills which has rendered Sweden independent of imports of foreign wheat flour. The national hard bread of the country is mostly made from bolted rye flour, which can be conveniently made by small country mills from grain grown in their own districts. Only a small proportion of sifted rye flour is used, so that the production of rye flour by the industrial mills is of secondary importance and these mills concentrate on the production of wheat flour.

There are between twenty-five and thirty large industrial mills in Sweden. These are the mills which use Canadian wheat. They are mostly located on the seaboard and in many cases it is possible to unload the imported wheat direct from tramp steamers into the storage bins of the mill. The largest and most important of these mills include the Tre Kronor and Saltsjökvärn mills at Stockholm; the Tre Lejon, P.O. Stokkebyes and Pehrsons Valskvärn mills at Gothenburg; the Malmö Stora Valskvärn at Malmö; the Uppsala Valskvärn at Uppsala; J. G. Swartzs Kvarnverk at Norrköping; the Kalmar Angkvärn at Kalmar; the Trälleborg Angkvärn at Trälleborg; and the Marten Persons Valskvärn mill at Kristianstad.

The two largest Stockholm mills have an output of 250 metric tons (2,800 barrels) of flour a day. Out of the 1,603,105 bushels of wheat which arrived at Stockholm by sea during 1926, the mill of the Saltsjökvärn imported 784,985 bushels and the Tre Kronor mill 703,333 bushels. These mills also received 109,736 and 131,257 bushels of rye respectively out of a total import into Stockholm by sea of 247,795 bushels. Similarly the Tre Lejon mill at Gothenburg received 342,316 bushels out of a total import of wheat into that port amounting to 572,215 bushels and 67,068 bushels of rye out of a total of 81,000 bushels.

GRAIN REQUIREMENTS

It is stated that the large commercial flour mills in Sweden use imported wheat for over one-quarter of their requirements. The chief demand is for Manitoba No. 1 and No. 2. Practically no soft wheat is imported, as it is chiefly hard wheat which is required for mixing with the soft Swedish wheat.

Sales of grain to Sweden are made usually in accordance with London Corn Trade Association's contract for shipments to the Continent. The leading overseas exporters cable quotations regularly to their agents in Sweden, who canvass orders from the flour-milling companies and grain importers for a commission of 1 per cent.

Western rye No. 1 and No. 2 comprises most of the small quantity of rye imported into Sweden. Oats are mostly imported from the River Plate district of South America and are chiefly clipped oats weighing around 52 kg. per hectolitre, suitable for the manufacture of rolled oats. Indian corn is principally imported into the province of Skåne in Southern Sweden for feeding purposes. There is no duty on oats or Indian corn imported into Sweden.

SWEDISH FLOUR REQUIREMENTS

In spite of the unfavourable duty, some business is done in imported flour in Sweden. Although the total trade is not large, it is worthy of the attention of Canadian flour-milling companies. One agent of a Canadian flour exporter reported that he sold up to 16,800 barrels a year, and this would appear to be as large a share of the trade as any one exporter could hope to acquire in a normal year.

The demand in Sweden is exclusively for a strong baking flour to be used for mixing with locally milled flour. Canadian flour is preferred for this purpose over flour from all other countries, and the leading Canadian brands enjoy an enviable reputation in the market. The greatest sale is for the export patent grade with a smaller sale of third patents. Unlike Denmark, there is very little first clear flour sold in the Swedish market.

Most of the flour imported into Sweden is packed in 100-kg. (220 pounds) cotton sacks. A smaller proportion is imported in 50-kg. (110 pounds) cotton sacks. Jute sacks appear to be not wanted in Sweden.

Foreign flour is mostly sold in Sweden under the exporter's mill brands, only a few importers using their own private brands.

Nearly all of the flour imported into Sweden is sold on terms of cash against documents either on sight or after arrival of steamer at Swedish port. In some cases the terms of payment are three months' confirmed credit in New York.

ORGANIZATION OF FLOUR TRADE

Sales of imported flour are made to the wholesale flour dealers and to the larger baking companies. The bakeries are reported to buy 300 sacks of Canadian flour at a time, and they keep this stock for mixing with Swedish flour. Practically all of the Canadian flour imported into Sweden is consumed by bakeries.

It has already been mentioned that the Swedish flour millers bring pressure to bear upon wholesalers to confine their dealings in imported flour to 5 per cent of their total turnover. Another factor unfavourable to the business in imported flour is the strong position held in the wholesale provision trade by the *Kooperativa Förbundet* or Co-operative Wholesale Society of Sweden. Embracing a total membership of 315,000 heads of families, this society supplies a very large proportion of the total population. However, they own the *Tre Kronor* mill at Stockholm and the *Tre Lejon* mill at Gothenburg, two of the largest flour mills in the country, so that they are not greatly interested in the importation of foreign flour. These factors together with the unfavourable duty will help to explain why Sweden does not offer a more extensive market for Canadian flour.

FLOUR REPRESENTATION

In order to do business in flour with Sweden, it is necessary to have an agent to canvass the trade and push the sale of the mill brands. The usual commission is 2 or 2½ per cent.

Several Canadian flour-milling companies do not have direct agents in Sweden, but cover the market through their representation in Copenhagen and Oslo. This must be considered the wrong policy, as Swedish firms dislike dealing through an agent established in another Scandinavian country and it is necessary for the representatives to have a sub-agent in Sweden with whom they share the commission. It is true that Denmark and Norway present greater possibilities for the sale of Canadian flour than does Sweden, but it is nevertheless strongly advisable for Canadian milling companies to have direct agents in the latter country, if they wish to secure their share of the small amount of business offering. There are a number of good agency firms in Stockholm and Gothenburg who are anxious to secure the direct representation of a Canadian milling company.

DEMAND FOR ROLLED OATS

There is a great demand in Sweden for rolled oats. The Swedish mills produce oatmeal and rolled oats in large quantities. There is also an import from the United States, which supplied 2,930,453 pounds in 1926 out of a total importation of 3,369,817 pounds. This trade is largely in the control of one United States concern, which has made shipments from plants in Canada. The import from Canada in 1926 is given in the Swedish trade returns at 65,206 pounds.

The Swedish producers of rolled oats are protected by a duty of kronor 3.50 (93 cents) per 100 kg. (220 pounds). Rolled oats are imported into Sweden in cotton sacks of 50 kg. (110 pounds) and not in tins. The other considerations mentioned in connection with the trade in imported flour apply also to that in rolled oats.

IMPORTATION OF CEREAL FOODS

American breakfast foods have been introduced into Sweden and one agent, who has specialized in this business, reported a satisfactory turnover. Extensive advertising is necessary in order to introduce a new brand of cereal foods.

OPENINGS FOR MACARONI

There should be an opening for the sale of Canadian macaroni to Sweden, provided prices are not too high as compared with the French and Italian macaroni and vermicelli. Imports in 1926 amounted to 337,598 pounds, of which 205,315 pounds came from France, 71,117 pounds from Italy, and 49,491 pounds from Soviet Russia. The duty on macaroni imported into Sweden is kronor 0.20 (\$0.0536) per kg. (2.2 pounds). Several provision agents stated that they would be interested in receiving samples of Canadian macaroni in order to judge the quality. Quotations should be c.i.f. Swedish port for macaroni packed in loose boxes of 25 pounds net as well as in 1-pound cartons packed 24 to a box.

TRADE IN OILCAKES

The importation of oilcakes into Sweden is of fairly large proportions, being used for feedstuffs particularly in the province of Skåne in the extreme south. The only product of this kind which Canada might supply would be linseed cakes. The total imports of oilcakes in 1926 amounted to 169,170 metric tons, of which linseed cakes comprised 1,994 metric tons. The latter were imported chiefly from Soviet Russia, Germany, and Denmark. Linseed cakes are mostly imported in jute bags of 100 kg. and are free of duty.

OTHER GRAIN AND MILLED PRODUCTS

It was not considered possible that Canada could compete in the supply of other grain and milled products imported into Sweden. Thus wheat bran was largely imported from Germany, Argentina, Great Britain, Holland, Denmark, and Brazil, which sources could offer more cheaply than the Dominion.

CANADIAN PRODUCTS ON THE RHINE

TRADE COMMISSIONER A. B. MUDDIMAN

Rotterdam, September 14, 1927.—The so-called imports into the Netherlands include a large number of Canadian products going up the Rhine even as far as Switzerland. In reviewing figures of Canadian exports to the Netherlands, it must therefore be borne in mind that these Canadian exports are essentially largely for transshipment to the hinterland. In a recent report in the *Commercial Intelligence Journal* (No. 1226: June 30) the writer pointed out, for example, after a survey with the aid of local importers, that probably 65 to 70 per cent of the Canadian wheat coming into Holland goes out again in barges up the Rhine, while over 50 per cent of the oats and 30 per cent of the rye is similarly re-exported. Through Rotterdam in Holland, and to a lesser degree through Antwerp in Belgium, Canadian products are sent by lighter up the Rhine and through these ports not only Germany's territory directly on the Rhine but Alsace in France and also Switzerland draw practically all their imports from Canada. Holland's small population of 7,000,000 does not absorb the large quantities of Canadian grain which come into Rotterdam and thus really the importance of Holland's trade to Canada may be over-estimated, unless it is borne in mind that it is largely one of transshipment. It is the Rhine, the Rhine basin, and its varied and teeming population, that are the real consumers of Canadian bulk goods coming into Dutch ports.

With a view to obtaining closer touch with this important consuming section, the Rhine river and its industrial groups were recently visited. The names of only a few importers had previously been known in this area, but contacts have now been made with a large number of possible importers. In this connection, however, it must be borne in mind that the German tariff rates

on certain commodities prevent a number of Canadian products from being at once taken up. For example, as the Canadian Trade Commissioner in Hamburg has pointed out in his report in *Commercial Intelligence Journal* No. 1225 (July 23), Canadian sardines would at once find a market in Germany if they had not to face a duty of 75 marks per 100 kg.; those coming from other countries under a commercial treaty with Germany only pay 30 marks.

Rotterdam is only about fifty miles from the German frontier. Beyond this frontier the demand is for a hard wheat bread; a very different product from the soggy bread of soft flour consumed in Holland. In ascending the Rhine, the first large commercial, industrial group of cities encountered is that of the Ruhr and Westphalia.

The principal cities are Duisberg, Dusseldorf, and Essen. The area is somewhat similar to South Wales, the principal industries being those of mining and metallurgy. The sky at night from Dusseldorf as far as Hagen and Dortmund is alight with blast furnaces, and from Dusseldorf to Hagen the traveller in the train might almost imagine he were passing through one town. Dusseldorf rivals Essen as the most important town in the Rhenish-Westphalian industrial district, the metal industries of this area being similar to those of the North of England. The population of Dusseldorf totals some 430,000. Here is the seat of the Phoenix Company, an important mining and iron-working concern. At Mulheim a/d Ruhr, a town of over 120,000 inhabitants, there are a number of foundries and coal mines, including the famous house of Matthias Stinnes, owners of the largest fleets of collier barges on the Rhine. (Matthias Stinnes was the grandfather of Hugo Stinnes.) Here also in Mulheim are the rolling mills belonging to Thyssen & Co. Essen, a town with some 470,000 consumers, in the heart of the Rhenish-Westphalian coal measures, is the home of several mining concerns besides the famous Krupp works and similar firms. In 1914 Krupp employed in Essen 39,000 hands; in October, 1918, the number was 104,000; and in 1925 it was 35,000. These figures apply only to the works of Krupps in Essen, and it has been said that nearly as many more are engaged in other plants belonging to this company. Krupps, the largest steel works in Europe, were founded by Friedrich Krupp, and have occupied their present site since 1818. Into this area large quantities of Wabana ore, and of nickel and other metals from Canada, are imported. Other famous metal organizations in this area include the Vereinigte Stahlwerke A.G., Essen. Besides the iron foundry at Hochdahl, there are the steel and metalware factories of Hilden, Solingen—the German Sheffield; here also, at Remscheid, is the famous Mannesmann firm, which began as a file factory. Remscheid is still the chief centre for every kind of steelware such as files, saws, and drills. Ronsdorf and Lutrighausen are both interested in the iron as well as the textile industries. Elberfeld and Barmen, the first with over 165,000 and the second with very nearly 185,000 consumers, forming to-day a single large manufacturing town, being interested more in the textile industry, are not considered as in this area.

After leaving the highly industrialized Rhenish-Westphalian area, the next centre of a distributing zone is at Cologne, which must distribute to a population of about 3,000,000. It should be noted that Cologne is just over 170 miles from Rotterdam, whilst it is just over 280 miles from Hamburg. Cologne itself has a population of nearly 700,000, and the district is world-famous for its brown-coal mining. Here coal is extracted from the surface in the most mechanically up-to-date manner, contrasting strangely with the dredge and coolie labour surface mining such as the writer has seen in the tin area of the Malay Peninsula. The surface is mechanically eaten away and mechanically transferred into numbers of electrically driven trucks. The surface coal, which is here the surface of the earth itself, is carried away with hardly the presence of a human being save those in the control stations. In some cases the trucks are run on a cable line. Cologne is also, it should be stated, probably the largest centre for dairy produce in Germany.

Ascending the Rhine, the next commercial distributing centre is encountered on reaching Mainz. Both Bonn and Coblenz can be passed over as not being directly interested in Canadian exports. Mainz and Frankfurt A/Main, however, form a commercial distributing group. Mainz itself is chiefly an entrepôt for coal and timber, and has a population of over 100,000. Its main importance from the commercial standpoint is the fact that it is on the left bank of the Rhine just opposite and below the influx of the Main, on which it stands. The large city of this area is Frankfurt-on-the-Main, which has a population of over 450,000; and since the canalization of the Main it has become a good shipping entrepôt for goods shipped to or from the Rhine. Previously for many centuries it had been the centre of many Central European trading routes; to-day these are represented by modern canals and railways. Its money market, after Berlin and Hamburg, is one of the most important in Germany, and from it arose the famous Rothschild family. It is the distribution point for a number of local areas. Some of its metal firms are: The Deutsche Gold und Silber-Scheideanstalt; Beer, Sondheim & Co.; Metallgesellschaft; Berthold Stern & Co.; Hermann Bodenheimer and Alder Junr. There are a fair number of important food and general importers in Frankfurt.

The last important distribution point on the Rhine as far as Germany is concerned is the port of Mannheim, of which details are given below. The importance of this port so far as Canadian grain is concerned is considerable, although it has recently been affected by the French Surtaxe d'Entrepôt, as far as its old trade with the two recovered provinces of France, Lorraine and Alsace, is concerned.

THE RHINE PORTS

While Cologne and Dusseldorf are the two largest German cities directly on the Rhine, and Coblenz and Mainz are of great importance for the local trade, the two great German ports for general and Canadian trade on the Rhine are Duisburg and Mannheim. (Strassbourg is the French port, and Basel is Switzerland's only port; the latter is served with Canadian goods from the north.) Duisburg, if not the largest inland port in the world, is certainly the largest in Europe. The water area of the port is stated to be at least 460 acres, while there are 27 miles of quays. The chief exports are coal, coke, and wrought iron of every kind, whilst the imports include grain, timber, and iron ore.

Mannheim is the second largest port on the Rhine, and it is here that the German commerce on the Rhine practically ends, just as at Duisburg it really begins. Mannheim has some 250,000 inhabitants, and can be said to be the most important town of the German Upper Rhine. Coal, grain, petroleum, rice, and coffee are the staple commodities. Including Ludwigshafen, the harbours are said to comprise some 695 acres of water area, with 21 miles of quay, admirably equipped with docks, granaries, and petroleum tanks. A considerable manufacturing industry has also sprung up in Mannheim, where the Benz Company make their cars; Lanz their agricultural machinery; while at Ludwigshafen is a large chemical factory, the Badische Anilin und Sodafabrik.

The French port of Strassbourg is referred to below under the heading "French Commerce on the Rhine"; that of Basel under "Swiss Commerce on the Rhine".

It should be borne in mind, when considering the enormous traffic up this river—the busiest in Europe—that it has a vital interest for Canadian exporters. In 1926, 113,900 lighters and craft, with a total capacity of 85,900 tons, passed the German-Dutch frontier. Of this number, 68,720 went up into Germany, France, and Switzerland; and 68,180 came down into Holland. This enormous bulk traffic is one of the most complex and difficult to study in the world. It represents, going up, raw products like metals and ore, or foodstuffs; while coming down it represents not only raw products such as coal but highly manufactured products of some of the most complicated and up-to-date factories

in existence, whose names are world-famous. This brief sketch would be incomplete unless the writer alluded to the recent efforts of the German railways to obtain as much traffic as possible from the river by quoting low rates.

THE FRENCH RHINE

The power of France's commercial shipping on the Rhine depends entirely on the development of the port of Strassbourg. The Rhine traffic up to this port, thanks to regularization work executed since 1907, offers good conditions for navigation. The port of Strassbourg is under the French Public Works Department, and is administered by a body consisting of fifteen members: six for the state, six for the city of Strassbourg, one for the department, one for the local chamber of commerce, and one for the port. According to the *Bulletin D'Alsace et de Lorraine No. 21*, in June, 1927, Strassbourg was the third port in France. The tonnage for the principal ports for that month is given as follows: Marseilles, 578,600; Rouen, 542,600; Strassbourg, 432,102; Le Havre, 415,000.

There is no doubt that, in order to supply the French hinterland of Eastern France, the French Surtaxe d'Entrepôt has had the effect of developing Strassbourg as against Mannheim. Opposite Strassbourg is the German port of Kehl; in fact it only takes a few minutes to get across the Rhine by street car into Germany from Strassbourg.

Strassbourg, it should be noted, is fourth in importance on the Rhine and third in importance as a French port. It must not be forgotten, however, that if the Treaty of Versailles has assured to Strassbourg the exploitation of the installations at the port of Kehl in Germany, on the opposite side of the Rhine, this right of exploitation is only of a temporary nature; in future years Strassbourg may have a keen competitor in the more modern port of Kehl. It is the desire of the local French authorities to assure the Alsatian port traffic at the present time of about 6,000,000 tons and later of from 10,000,000 to 12,000,000 tons a year, but this seems rather sanguine. The trade in coal, gasolene, cereals and grain all form a very important feature in this development. (In a subsequent report the position of Strassbourg in the Canadian grain trade will be gone into in some detail.) At the present time the port of Strassbourg forms an important link in the Rhine trade in the transfer of lighter goods to similar barges for Basel. As has already been stated, traffic up to Strassbourg on the river is fairly satisfactory. But the reach from Strassbourg to Basel is less favourable, and on an average can, owing to the water level, only be utilized from four to five months a year; generally from April to August. The principal obstacles encountered by navigators are lack of draught and difficult channels.

Constant erosion below the Istein is likely to menace shipping in future with what may be an insuperable barrier. Three solutions have been suggested to aid navigation; but as yet the International Central Commission for the navigation of the Rhine, although it has approved of the majority of them, has agreed to nothing definitely.

(1) The first of these solutions may be called the French scheme. This consists of the construction of a lateral canal (Grand Canal d'Alsace) 110 kilometres long, which shall lie close and parallel to the Rhine but in French territory, from a point above Mulhouse to Strassbourg. Thus navigation proceeding up this canal would avoid the Istein bar.

(2) The second of these schemes is known as the Swiss scheme and has been put forward by Swiss interests. This provides for the regularization of the Rhine below the Kembs Canal (the first reach of the French scheme), instead of the further extension of this proposed canal itself. It has been calculated that a channel of from 78 to 80 metres wide, with a draught of 2 metres, would render the river navigable in this area for more than 300 days each year.

(3) The German scheme was that of the province of Baden and suggests the canalization of the river by establishing barrages which could be also exploited from the white fuel point of view.

Switzerland fears, it has been stated, that navigation from Strassbourg might be hindered by this harnessing of the waterway. The waterfall between Huningen and Strassbourg is about 107 metres, of which 100 are exploited. Both Germany and France seem anxious to obtain all the white fuel they can from the river, whilst Switzerland is more anxious for straight navigation work to keep open the channel for barges. Basel is Switzerland's only port.

THE SWISS RHINE

At the present time the water traffic from Strassbourg to Basel is effected either directly on the river or by the Huningen Canal. This year, owing to the exceptionally high water level, the river traffic has exceeded that of the canal—in fact, the year has been a record one. In order to illustrate the importance of Basel as directly connected through the Rhine, or through the Huningen Canal with the sea, a return of the principal articles imported into Basel through the Rhine route during the calendar year 1926 is given below:—

	Metric Tons		
Wheat	90,206	Iron plates.	1,991
Oats.	20,154	Railway material	1,461
Maize.	2,890	Scrap iron	472
Barley	1,770	Raw iron	185
Coal.	71,529	Copper.	197
Coke.	3,499	Chemical products	1,807
Benzine	17,110	Fodder	1,176
Petroleum and other mineral		Potato flour	490
oils and residues	2,531	Alcoholic beverages.	791
Pitch, etc.	5,254	Sugar	1,044
Pyrites	3,692	Seeds.	390
Sulphur-raw	1,457	Pitch pine planks.	366
Bog ore	3,282	Cotton and yarns.	242
Phosphorous lime.	2,097	Vegetable oils.	181
		Other articles not specified ..	684

The total was 236,957 metric tons.

So far as the present year is concerned, the latest figures that have come to hand are those for the month of May, and are as follows:—

		Hünigen			
		Rhine	Canal	1927	1926
May	Metric tons	73,042	23,148	96,190	39,144

As to the necessity of regulating the Rhine on this navigable stretch, it should be pointed out that Basel and Zurich are the two principal business towns of German Switzerland. These two cities, with Geneva, the commercial centre of French Switzerland, are on this side of the Alps. The Italian-speaking part of Switzerland is not very important from a commercial standpoint, and may well be worked, from the agency point of view, together with German Switzerland. It can be seen from the above list that the goods brought up by water are chiefly those in which Canada is interested. It should be pointed out that goods for Switzerland, even such as canned lobster, should be sent either via Antwerp or Rotterdam, according to the statement of one importer (already dealing with Canada), and not via Genoa, which he described as an antiquated method. Zurich, Basel, and Geneva have all bonded warehouses for the storage of goods free of customs duty. Payment of duties then will only be made if, and when, the goods are passed into circulation for utilization on the Swiss market.

An extract from the annual report of the Argau Chamber of Commerce for 1926, regarding commercial flour mills, states that there is nothing very favourable to report about the degree of occupation in the mills in 1926. It remained about the same as in the previous year and amounted to hardly

70 per cent of the normal capacity. The cause lies mainly in the increased extent to which agriculture is supplying its own needs; in addition, it is believed that a higher standard of living in general brings with it a decrease in consumption of bread.

Practically for the whole of the year there was difficulty in getting rid of feeding stuffs for animals, and there was no improvement in sales in spite of several price reductions. Stocks in the mills increased to such an extent that the millers were obliged willy-nilly to export their goods at prices which meant a loss. Owing to the fact that selling prices experienced no or very slight changes throughout the year, the total decrease in revenue in the sales of feeding stuffs went to the debit of milling profits; in the second half of the year these had reached such a low level that any profit at all was impossible.

The foreign wheat which the Federal Corn Administration supplied to millers was, on the whole, of good quality. Most of it was again composed of Canadian Manitoba grain (summer wheat); in addition there were supplies from North and South America and smaller lots from Russia.

The home harvest in wheat was unfavourable in point of quantity, and the price obtained hardly amounted to half the figure of the previous year's harvest. The quality also left much to be desired. In the case of rye conditions were better.

The year 1926 was of importance for the commercial flour milling industry in that the plebiscite of 5th December put an end to the grain monopoly. It will be remembered that millers adopted a neutral attitude for a variety of reasons. Now, however, it will remain for the millers to help to bring about a solution which will satisfy the farmers and will take from the Government's shoulders the burden of storing up grain and of renewing supplies. Given goodwill among all parties, it should be possible to reach a definite solution.

AGRICULTURE IN THE NETHERLANDS

TRADE COMMISSIONER A. B. MUDDIMAN

Rotterdam, September 22, 1927.—A recent report issued by the Dutch Agricultural Department on "Agriculture in the Netherlands" gives the area of the country as 3,268,000 hectares. Of this, arable land amounts to 892,000 hectares, pasture to 1,259,000 and gardens to 102,000. For the growth of rye, 200,704 hectares of arable ground were under cultivation in 1925 with a yield per hectare of 29.2 hectolitres. For oats the area was 148,012 hectares with a yield per hectare of 43.3 hectolitres. The total for winter and summer corn (in the English sense of this word) was 50,826 and 2,609 hectares respectively. The winter hectare yield was 37.6 and the summer 33.2 hectolitres. A small quantity of ground was also under buckwheat and barley, making with the above a total area of 433,796 hectares. It is stated that, thanks to effective methods of cultivation the intensive application of artificial manure, the utilization of more productive varieties of sowing and planting material, and also the commercial crops of seed, leguminous plants, bulbs and root crops,—the output as a whole has been materially increased. The increase in the yield of wheat in 1925 is shown by a 70 per cent increase per hectare due to the extensive cultivation of the well-known *Wilhelmina* wheat.

As far as potato raising in the Netherlands is concerned, it may be divided under three distinct branches: (1) for early potatoes; (2) for late potatoes; (3) for manufacturing purposes such as in the starch industry. The bulk of the crop is exported. Cattle breeding in the Netherlands, when it is borne in mind that there is a ratio between pasture and arable land of 100 to 70, is an important factor. A large part of the products of arable farming such as clover, green crops, roots and tubers, rye, barley, oats, beans, etc., are used up in cattle-raising. Also large imports of feeding stuffs are brought into the country for this purpose.

The cattle stock of recent years has grown considerably. In bovine cattle for dairy purposes, three well-known breeds are most carefully listed in three

herdbooks. These are: (1) Friesland-Holland black and white; (2) the Groningen white-headed; and (3) the Meuse-Rhine-Yssel cattle. The third breed stands between the other two. The Friesland cattle are noted for their high milk-yielding capacity and the Groningen are pre-eminently a meat-producing breed.

Pig farming is carried out under the most systematic breeding aids: associations have been formed and breeding farms organized, and herdbooks are maintained. The breed most common is known as the improved German swine; but the large white Yorkshire is also, according to the Dutch Agriculture Department, raised extensively. About 35 per cent of the aggregate production of pork is exported, chiefly to England and Germany.

Butter production in 1925 totalled 39,734,000 kg., that of cheese, 79,702,000 kg. Exports of eggs totalled 48,352,000 and of fowl 1,430,433.

In the production of garden crops the Netherlands, situated between Germany and Belgium, and close to England, each with a dense industrialized population, holds a very valuable position. By happy chance she is able to become a kind of market garden at their door. Holland thus exports apples, grapes, strawberries, cabbages (white, red, and savoy), cauliflower, lettuce, tomatoes, onions and shalots, carrots, cucumbers, etc. The whole horticultural cultivation is highly intensive. The gardens of the Netherlands are famous. All plant diseases are strictly eradicated with the assistance of the Government Phytopathological Branch of the local Agriculture Department.

The agricultural credit system, according to the above-mentioned report of the Dutch Department, consists of local saving banks and loan banks (Raiffeisen system) associated with a central bank. On December 31, 1924, 696 of these banks were thus associated with the "Co-op. Centrale Raiffeisenbank" at Utrecht and 512 with the "Coop. Boerenbank" at Findhoven.

COMMERCIAL NOTES FROM NEW SOUTH WALES

COMMERCIAL AGENT B. MILLIN

Exports of Refrigerated Meat from Australia

Sydney, August 25, 1927.—The total exports of frozen meat from Australia during the season ended June 30 last were:—

	Mutton Carcasses	Lamb Carcasses	Beef Carcasses
To United Kingdom	479,130	1,848,573	380,148
To other countries	53,679	63,178	376,098
	<hr/> 532,809	<hr/> 1,911,751	<hr/> 756,246

Mutton and lamb carcasses shipped were slightly in excess of the 1925-26 figures. Beef shipments were less than half those of the previous season. Lamb sold so low in local markets that local consumption increased enormously, whilst on the Smithfield market prices dropped much lower than was anticipated, decreased consumption being attributable to labour troubles in Great Britain. Pastoral conditions over the eastern states of Australia have been bad through the winter and much rain is badly needed. The disastrous drought that has afflicted a considerable portion of the state of Queensland still continues. The Queensland killing season is closing early and shipments are not likely to be in excess of those of last season.

New Type of High-speed Oil Engine

A new type of high-speed oil engine for which the claim is made that its efficiency and economy are such that it may greatly affect motor transport generally was recently demonstrated at Sydney by its inventor. The outstanding

advantages claimed are a capacity to run at one-ninth the cost involved in operating an ordinary petrol engine; a high thermal efficiency; a capacity to maintain economy and thermal efficiency at partial loads; an ability to work successfully on almost any hydrocarbon fuel that could be made liquid; and a certainty that it would consume all the fuel.

It has no magneto or other ignition system, no carburettor, no gear box, and, reversing by the pressure of a small lever, lacks the usual engine troubles and is absolutely flexible.

The model used was a 100-horsepower machine, and occupies not only less space than a Diesel engine, but is about two-thirds the size of a petrol engine of the same power.

With regard to the average fuel consumption, it was stated that one comparison that may be made was that half a pint per brake horse-power per hour on a fuel costing 5d. per gallon was used, against an ordinary car's engine consumption of between three-quarters and one pint per b.h.p. per hour on fuels which cost 2s. per gallon, which is now about the standard price of the best fuels in Australia to-day.

Wheat Shipments in Australia

There still remains between 400,000 and 500,000 tons of the old wheat crop to be absorbed. Three-quarters of this total is in the state of New South Wales, and farmers seem inclined to hold on in view of a possible shortage when the new crop is up. Generally speaking, weather conditions in Australia are unfavourable for the new crop.

Large Australian Mining Industries Closed Down

During the last few months two great Australian mining industries have been closed down. These are the Mount Morgan gold mine in Queensland and the shale mines at Newnes, New South Wales. Forming one of the leading mining companies in Australia, Mount Morgan in 1924 recognized the impossibility of carrying on operations at the mines on the basis then existing without incurring serious loss. There are still 8,000,000 tons of known ore which could be worked by open-cut methods, and the advice of an expert was taken as to whether it could be made to pay. An adverse report having been received, it has now been decided to close the mine down.

Over one million pounds sterling have been spent in the endeavour to make the shale mines at Newnes pay, but notwithstanding the fact that a bonus of 3½d. is payable for every gallon of oil produced, and that the shale mined is stated to be the richest in the world, it has been decided to close down owing to the futility of endeavouring to compete with natural oil from abroad.

New Gold Finds at the Bulolo Field, New Guinea

New gold reefs have recently been discovered on the Bulolo Field as the result of persistent prospecting. A new reef is stated to have assayed from 2½ to 20 ounces of gold per ton. An aeroplane service to the field has now been established from Rabaul, and has greatly lessened the trials of miners in the very rough country.

Exports of Australian Wine to Great Britain

The new duties payable on Australian wine entering Great Britain have greatly increased imports. It is stated that 234,000 gallons were imported last year as compared with 97,000 gallons for the previous year.

Wool Production and Prices in New South Wales, 1891-1927

The state of New South Wales is the principal wool-producing state in Australia, and the following comparison shows the quantity and value of production in the fiscal year 1891, in 1911, and in the last seven years, commencing with 1920, when the quantity of production was lower than in any year since 1904:—

Year ending June 30	Wool Production Pounds	Average Value per Pound Greasy Pence	Estimated Value of Wool Production £
1891	375,601,000	7	11,059,000
1911	404,655,000	8 $\frac{1}{2}$	13,699,000
1921	275,269,000	12 $\frac{3}{8}$	14,193,000
1922	333,856,000	12 $\frac{1}{4}$	17,040,000
1923	336,899,000	17 $\frac{3}{4}$	24,567,000
1924	303,032,000	23	29,673,000
1925	369,118,000	23 $\frac{3}{8}$	39,950,000
1926	402,490,000	16 $\frac{3}{4}$	28,090,000
1927	495,820,000	17 $\frac{1}{2}$	35,377,000

The new season's sales begin in Sydney on August 29, and great interest is being centred on them. Present indications seem to point to a market as good as at the close of last season, if not better. The rates at which passed-in wools have been dealt with seems to augur well for future sales from a producer's point of view. The quantity shorn in the state is likely to show a substantial reduction this season, and as far as present arrivals show, the wool does not appear to have the same length and breadth of staple as that of last season.

TRADE IN BARBADOS IN 1926

ACTING TRADE COMMISSIONER R. T. YOUNG

(£1 = \$4.80)

Port of Spain, August 29, 1927.—Official figures recently published by the Comptroller of Customs of Barbados for the calendar year 1926 disclose that the value of total imports into the colony amounted to £2,153,167, being £140,610 less than those for the previous year, when the figure stood at £2,293,777. Imports entered for home consumption were valued at £2,022,817 as against £2,218,194 for the previous year, being a decrease of £195,377. There was an increase in all imports over the previous year (1925) with the exception of manufactured tobacco, cigars and cigarettes. The largest increase was in leaf tobacco. Increases were recorded in the following products of interest to Canadian manufacturers and exporters: oilmeal and oilcake; fish dried, salted or smoked; manures, nitrate of soda, meats beef salted; leaf tobacco; wood unmanufactured; motor car parts; canned fish; iron and steel manufactures; edible oils; silk manufactures; and staves and shooks. On the other hand, decreases were recorded under the headings of wheaten flour and shingles.

The table given below shows the direction of the import trade for the last two years.

IMPORTS INTO BARBADOS, 1925 AND 1926

Countries	1925	Per Cent	1926	Per Cent
United Kingdom.. .. .	£ 834,681	36.3	£ 664,242	30.9
Canada	479,979	20.9	442,344	20.5
Other parts of British Empire ..	347,849	15.2	397,717	18.5
United States.. .. .	427,438	18.7	465,917	21.6
Other foreign countries.. .. .	203,830	8.9	182,947	8.5
Total	£2,293,777		£2,153,167	

The value of domestic exports for the year under review amounted to £988,377 while that of exports other than domestic amounted to £298,784, making a grand total of £1,287,161 as compared with £1,421,035 for the previous year.

The following table shows the direction of the export trade for the last two years as regards local produce and manufactures of the Colony (domestic exports):—

EXPORTS FROM BARBADOS, 1925 AND 1926

Countries	1925	Per Cent	1926	Per Cent
United Kingdom	£ 204,970	17.1	£247,987	25.1
Canada	767,619	67.0	593,474	60.1
Other parts of the British Empire..	97,001	9.4	70,152	7.1
United States.. . . .	54,909	4.8	61,756	6.2
Other foreign countries	19,895	1.7	15,008	1.5
Total	£1,144,394		£988,377	

The following table gives the average prices f.o.b. of the principal products of the Colony for the last five years (1922-1926), from which it will be seen that the prices obtained both for sugar and molasses during 1926 were the lowest over the period.

AVERAGE PRICES F.O.B. FOR PRINCIPAL PRODUCTS FOR EXPORT

	1922			1923			1924			1925			1926		
	£	s.	d.	£	s.	d.	£	s.	d.	£	s.	d.	£	s.	d.
Sugarper ton	16	5	0	25	10	0	21	10	0	14	10	0	12	15	0
Molassesper gal.	0	1	1	0	1	3	0	1	7	0	1	0	0	0	9
Cotton.. . . .per lb.	0	1	10	0	1	10	0	2	1	0	2	1	0	2	8½
Rumper gal.	0	2	1	0	2	0	0	2	2	0	2	0	0	2	1

EXPORTS BY COMMODITIES

Of the total value of domestic products exported (£988,377) sugar again holds first place (£593,819), followed by molasses (£310,745) and cotton (£40,623).

Exports of sugar show a decrease: 45,786 tons (£593,819) against 47,460 tons (£686,238) in 1925.

Exports of molasses were 7,760,334 gallons (£310,745) against 7,869,275 gallons (£395,910); cotton lint and linters 315,192 pounds (£40,623) against 235,911 pounds (£22,998); and of rum 23,959 gallons against 19,891 gallons.

TRINIDAD AS A MARKET FOR CERTAIN FOODSTUFFS

ACTING TRADE COMMISSIONER R. T. YOUNG

Port of Spain, September 12, 1927.—Trinidad offers a market to Canadian exporters of foodstuffs. While the individual purchasing power is limited, yet the aggregate is considerable, but like all other West Indian markets, it is conservative in its purchasing methods. The consumer purchases largely on the brand names to which he has been habituated. He is loath to try out a new brand, and as a consequence the buyer in turn does not care to switch to another manufacturer's product under a different brand name unless the market is strong and the difference in price a consideration. A rise in price is sure to cause the consumer of the lower classes to turn to something else which his money will buy as much of, if not more than formerly, naturally causing imports which have suffered the rise to drop off. A table at the end of this report gives the customs duties for each product mentioned.

Flour.—Canada is now practically the only source of supply. Imports for 1926 were 282,606½ bags (196 pounds) valued at £457,470, of which Canada

supplied 271,767½ bags to the value of £440,237. A small proportion is imported in 98-pound bags. Three distinct grades are in demand: Bakers, Extras, and Supers. All the well-known Canadian mills are represented. Competition is keen and buyers alert to take every advantage of the market.

Purchases are usually made by cable, and not only is time of shipment specified, but often the actual ship is named and agreed upon. In West Indian trade the term "shipment" means the shipment by steamer or date of sailing, and not shipment from mill or factory. This is very important. Terms of payment are by draft at fifteen days (documents on acceptance) through some recognized bank, and the buyer reserves the option to pay cash on arrival of the shipment at destination for a discount of 10 cents per bag of 196 pounds. Great care should be exercised in making shipments to see that proper stowage and space are obtained, especially in ships carrying mixed cargoes, as flour is very susceptible to taint. Of late a number of shipments have arrived at this port tainted, with the result that adjustments have had to be made, and allowances and claims for damage met.

The latest retail quotations are: Bakers, \$8.50 to \$8.75; Extras, \$7.50 to \$7.60; Supers, \$7 to \$7.25 per 196 pounds net.

Cornmeal.—This is imported in white cotton bags of 98 pounds net. The market demands a fresh meal of a rich yellow colour. Pale-coloured meal will not be accepted. Hitherto meal from the United States, due to its richer colour, appears to have been imported in preference to that from Canada. Imports for 1926 were 5,834 pounds valued at £6,853, of which Canada supplied 610 (£692), the United States 5,199 (£6,124). The current retail price is \$6.75 to \$7 per bag of 98 pounds.

Split Peas and Beans.—These enter this market in jute bags of 210 pounds net, and must be firm, clean and free from worm. Imports in 1926 were 1,242,003 pounds to the value of £11,372, of which Canada supplied 219,449 (£1,951), the United Kingdom 833,729 (£7,287), and the United States 9,216 pounds (£184). The current price \$9.75 to \$10 per 210-pound sack.

Lard Compound.—The method of shipping to this market is in wooden tierces (350 pounds net), wooden tubs (50 pounds net), and in wooden pails (25 pounds net). Under the local Food and Drugs Ordinance, lard compound must contain 98 per cent fat, and only snow-white firm compound is required. The annual imports during the past year were 2,910,974 pounds valued at £74,946, of which Canada supplied 539,496 (£13,910), the United Kingdom 2,313,329 (£58,823). Exporters of the latter country appear to be able to undersell the Canadian product. The ruling current prices per 100 pounds on tierce basis, \$12.25 to \$12.50.

Butter.—This is imported (fresh) in wooden firkins (85 pounds net), and also in cases of four 25-pound tins, ten 10-pound, twenty 5-pound, forty-eight 1-pound, and ninety-six ½-pound. The famous "Victor Camus" butter made in France has the largest sale. This is attributed to the fact that it was one of the first on the market, and is well-known by both name and its red colour. These marks of distinctiveness hold the sales. Certain brands of Canadian tinned butter are in active demand. The quality is considered excellent, they are strongly advertised and prices are right.

Imports in 1926 were 1,037,630 pounds valued at £62,679, of which Canada supplied 189,586 (£16,515), France, 680,922 (£35,854); United States, 53,386 (£3,217), and United Kingdom, 73,302 (£4,102). Current retail prices quoted for French butter are \$35 to \$36 per 100 pounds.

Beef (pickled).—This is imported under two grades—"Extra family" and "family." The "Extra family" beef is packed in barrels of 200 pounds

net containing at least six pieces of ribs to the barrel. The "family beef" is also packed in the same manner, but contains a few more rib pieces. United States beef still retains the greater share of the trade, due, it is stated, to the fact that Canadian packers fail to supply the proper cuts. This is an important matter. In order to obtain a greater foothold in this market, Canadian packers should be careful to see that their products are uniform in quality and the cuts those desired. No others will sell. Particular attention should be given to keeping qualities; in this climate this is very important. Current retail prices are from \$22 to \$24 per barrel.

Pork Stuffs.—Fat back pork is the largest seller in meatstuffs in this market. It is put up in three sizes as follows: 40/50, 50/60, and 70/85 pcs., 200 pounds to the barrel. Pickled pork snouts, tails, feet, jowls, lips and spare ribs (belly half sheets) are also sold in large quantities packed in 200-pound barrels net. Another good seller is pigs' heads in tierces of 350 pounds net. Particular attention should be paid to the fact that all pork stuffs for this market are scalded and not singed; that their keeping qualities are of the best, and the pickle or brine of a bright rose tint.

Imports of meats under which are included beef or pork, pickled or salted, in 1926, amounted to 3,030,420 pounds valued at £90,569. Of this amount United States imports were 2,009,589 pounds (£56,017); Canada, 893,698 (£31,551); Argentina, 74,520 (£1,757); United Kingdom, 51,301 (£1,215).

Bacons and Hams.—Canadian picnic hams have been selling here in competition with United States and United Kingdom products, but the Canadian product does not in many cases stand up under climatic conditions. This may be due to the manner in which they are prepared. Some Canadian hams have arrived coated with a preservative or protective coating of gelatine which has prevented their sale. This was no doubt intended as a protective measure against flies and dust where meats are exposed for sale in open bazaars as in the East, but it should be remembered that in Port of Spain—a modern city in every respect—conditions in shops are much the same as in Canada. Uncooked hams principally from United Kingdom sources are sometimes wrapped in a jute covering, being first packed in dry coarse salt, and very often in oats. This may be what is termed "dry pack," although such a term is unknown to merchants consulted in this city. In these lines the best business is done for the Christmas trade, hams of 4/6, 6/8 and 8/10 pounds, being in demand. For the better-class trade, which is small, higher-class ham is required. Bacon is also in fair demand among the better classes.

Imports for 1926 were 616,215 pounds valued at £30,961, of which Canada supplied 40,602 (£2,306); the United States, 226,249 (£13,185); and the United Kingdom, 84,291 (£8,306). Argentina and Uruguay were also large sources of supply. Current retail prices for American picnic hams are 24 to 26 cents per pound with a nominal demand.

Potatoes.—These are imported principally from the United States, Holland, Madeira, and Canada. In former years Canada has supplied large quantities, but in the past year supplies dropped due to market conditions at home.

The United States and Canada ship in barrels of 165 pounds net, while supplies from Holland reach the market in wooden crates of 55 pounds, iron strapped at each end, and open on all sides. This latter method is much preferred, as the potatoes arrive in better condition due to better ventilation, and the crates are more easily handled. (All cargo is handled by means of lighters and small boats from the ship's side to warehouse.) Large potatoes are not wanted, nor are small ones; tubers weighing from 3 to 4 ounces are the most desirable.

Imports in 1926 were 7,612,648 pounds valued at £45,183, supplied as follows: Holland, 4,743,922; Portugal (Madeira), 1,173,480; United States, 433,930; United Kingdom, 369,365; and Canada, 125,690. Current retail prices are from \$3.75 to \$4.25 per 100 pounds.

TERMS OF SALE

On meatstuffs the usual terms are 15 days sight draft, documents on acceptance. On lard compounds the credit is usually 30 days sight, D/A. The usual commission is 2½ per cent on all direct or indirect orders and cable expenses are made a part of the agreement. It is most essential that all documents covering shipments should arrive prior to or with the goods, not after as the local warehouse authorities only make free delivery within four days after receipt. After this time heavy storage charges are incurred, and needless to say merchants refuse to pay such when it is no fault of theirs that the necessary documents to clear the goods do not arrive on time. This is a regrettable feature in the business methods of many Canadian houses, and it is not the small insignificant ones who are always the offenders. Only last month this office was caused much trouble, expense, and inconvenience because of the failure of two well-known Canadian firms to forward advice of shipment and shipping documents in time to release shipments of samples on arrival. In both cases the documents arrived two weeks after the shipment, and as one lot was composed of perishable goods it was not as a consequence of the delay in the best of condition, as warehouse cold storage facilities are not available.

DOCUMENTATION

The necessary documents are invoice, certificate of origin and bill of lading. The first two are usually mailed direct to the buyer, while the bill of lading is attached to the draft through the bank mentioned on the order. Copies of invoices with credit notes for commissions should be sent the agent to enable him to follow-up the business. The above should be noted carefully and strictly adhered to. Failure to comply with these instructions will produce endless trouble, financial worry and loss of business and goodwill.

Another important item is the matter of shipments. Whenever an order is confirmed by the principals for a particular boat, it is imperative that goods be shipped by that boat, otherwise the exporter gets a bad name, and should the buyer be in urgent need of the goods, he is thrown out in all his calculations. Should the market in the meantime go against him and the goods arrive by a later boat, he will expect an allowance to meet conditions as at date of arrival.

TRINIDAD CUSTOMS DUTIES

The following rates of duty on the goods mentioned in the preceding report have been compiled from the records of the Foreign Tariffs Division of the Department of Trade and Commerce.

	British Preferential Tariff	General Tariff
Flour, wheatenper 196 lb.	1s. 6d.	3s. 6d.
Cornmealper 196 lb.	1s. 0d.	2s. 0d.
Split peas and beansper 100 lb.	1s. 0d.	2s. 0d.
Lard and lard substitutes (presumably in- cludes lard compound)per 100 lb.	2s. 1d.	8s. 4d.
Butterper 100 lb.	2s. 1d.	8s. 4d.
Beef and pork, pickled or saltedper 100 lb.	1s. ½d.	4s. 2d.
Bacon and hamper 100 lb.	2s. 1d.	4s. 2d.
Potatoes, English (applicable to Canadian potatoes)per 100 lb.	1s. 0d.	2s. 0d.

A surtax of 7½ per cent of duty is imposed on the above goods with the exception of wheat flour, and beef and pork, salted or pickled.
All the British preferential rates of the tariff apply to Canada.

COMMERCIAL AND ECONOMIC CONDITIONS IN TRINIDAD

ACTING TRADE COMMISSIONER R. T. YOUNG

Port of Spain, September 13, 1927.—General commercial conditions in Trinidad at the present time are quiet; this is the "off season" and perhaps the hottest month in the year. Many retail merchants are in the midst of stock-taking and "unloading" sales are in order previous to arrival and opening up of new stocks.

In the provision trade, flour, as buyers expected, suffered a drop in price, and the market is now heavily stocked with all grades, particularly Bakers and Extras. The low levels at which purchases have been made have had a noticeable effect in depressing the market. Pickled beef and pork supplies are ample, and the demand is not great, showing no improvement over previous months, while prices remain at from \$22 to \$24 per barrel for family beef and from \$28 to \$30 per barrel for pork. French butter arrivals during the past month have been heavy, and as a consequence large stocks are now on hand. The lower prices offered at the time of the removal of the French export tax have been reflected on the market, which has dropped, and retail prices are now ranging from \$32 to \$34 per case of 100 pounds.

Dealers have on hand very little good Nova Scotia cod. Ruling prices are from \$37 to \$38 for drums of large fish. Higher quotations from abroad and indications of a light catch have had a strengthening effect on the market, and early consignments should net fair returns.

Lumber arrivals during August were light, and the market remains unchanged. A small amount of business has been done for advance shipments.

So far as local produce is concerned, no reports are available at present with reference to the sugar industry. The growing crops are thriving, while there has been no appearance so far of the froghopper pest.

Cocoa during August suffered the depression which pervaded the foreign market, but the quantity offering locally was too small to permit of any transactions of consequence. Quotations are nominal at around \$15 per fanega (110 pounds). As regards the coming crop, owing to a general change of leaf and consequent complete loss of the younger fruit in practically all districts, it is no longer possible to hope for regular deliveries before the end of the year at the earliest.

Exports in August totalled 10,353 bags, of which 6,286 bags went to the United States and 192 to Canada. From October 1, 1926, to August 31, 1927, shipments amounted to 230,010 bags as against 236,612 bags during the corresponding period of last year.

Copra values during the month were at \$4.75 per 100 pounds. The market is now firm, but on account of very wet weather which has been experienced throughout the season, supplies are restricted.

Coconuts have been commanding increased attention of late. In addition to regular shipments against contracts in the United States and Canada, manufacturers in the United Kingdom have been making purchases and values have been well maintained. Selects fetch around \$34 per 1,000 f.o.b.

The weather has been fairly seasonable—that is, wet and hot—but more sunshine would be acceptable.

CONDITIONS IN INDIA

TRADE COMMISSIONER H. R. POUSSETTE

Calcutta, September 1, 1927.—The Indian monsoon prospects for the present season are favourable, and according to the official statement on the progress of the monsoon issued at the end of July it was generally sufficient over the whole of India. In some parts there were deficiencies of rainfall, and in others there had been an excess, which led to devastating floods in the Bombay Presidency and in several districts. In one district alone it has been stated that 70,000 houses have been destroyed, although it should be understood that the great majority of these would be very small ones and some of them might even be hovels. In some cases it has been reported that whole villages have been wholly or partially swept away. Fortunately not many lives have been lost, but many head of cattle have been destroyed.

The monsoon is of enormous importance to India, as upon it largely depends prosperity or depression over a season. When the rainfall is normal over the whole of the country, crops are abundant and the people are able to live well according to their customs, and are happy. If the rainfall is deficient the converse is the case, and if it is very deficient famine may result.

The Meteorological Department of India appears to be very successful in forecasting the prospects for the monsoon. These forecasts are made on data collected over widely separated parts of the earth. The amount of snowfall in the northwest section of India is observed. Other factors that are taken into consideration are the rainfall in Java, equatorial pressure winds in the Seychelles, pressure departures in South Africa, rainfall on the East African coasts and in South Rhodesia. It appears that a favourable monsoon in India is associated with excess pressure over the Central Pacific Ocean, Chile, and the Argentine Republic, and with low pressure in the Indian Ocean and the Cape and a deficiency of rainfall in Java, South Rhodesia, and Zanzibar. Pressure over the Aleutian Islands also, it appears, provides data from which interesting calculations can be made. The temperature of Dutch Harbour is also a very important factor.

The progress of Indian commerce during the next few years will repay careful study. In many ways the country presents an excellent opportunity for Canadian enterprise, but unfortunately up to the present interest has been lacking. It is true that the bazaar trade calls for a very cheap class of goods, but undoubtedly Government, railway, and army departments present an excellent market for many commodities that are produced in Canada to advantage. It is to be hoped that in the coming years Canadian manufacturers will pay more attention to the markets of India and Ceylon, and make a determined effort to take advantage of any opportunities that may present themselves.

TRADE COMMISSIONERS ON TOUR

Three Trade Commissioners are at present undertaking tours of the Dominion in the interests of Canadian trade. These are Mr. Harrison Watson (London); Mr. G. B. Johnson (Scotland and Northern Ireland); and Mr. C. M. Croft (New Zealand). The following are the dates of their itineraries:—

Mr. Harrison Watson

Vancouver and Victoria...October 10 to October 20

Mr. G. B. Johnson

Winnipeg...October 2 to October 8
 Brandon...October 8 and October 9
 Regina...October 10 and October 11
 Moose Jaw...October 12 and October 13
 Calgary...October 15
 Vancouver...October 23 to November 7

Mr. C. M. Croft

Montreal	October 8 to October 16
Toronto	October 17 to October 18
Ottawa	October 19 to October 24
Winnipeg	October 26 to October 27
Saskatoon	October 28
Vancouver	October 30 to November 15

Canadian firms who desire to be brought in touch with the Trade Commissioners or to interview them are requested to communicate, in the case of Montreal, Toronto, Vancouver, and Victoria, with the Secretary of the Canadian Manufacturers' Association, and in that of the other cities included in the above itineraries with the secretary of the Board of Control or the Chamber of Commerce.

FOREIGN TRADE OF MEXICO, 1926

TRADE COMMISSIONER C. NOEL WILDE

II

Exports

As has been customary in previous annual reports on Mexican foreign trade, brief details are appended in regard to the exports of the country. In the official statistics these are divided into the same five main readings as the exports: this is somewhat inconvenient, as it does not give a clear idea of the principal items, and for the purposes of the present report they are therefore subdivided as follows:—

	1925	1926
Live animals	\$ 1,248,852	\$ 4,703,036
Food and drink—		
Coffee	24,428,722	23,456,219
Fresh vegetables	13,703,048	16,105,421
Dry vegetables	5,790,768	8,041,829
Fruit	3,339,577	5,607,097
Spices	3,111,102	2,417,601
Sundry	5,394,707	7,116,753
Raw materials—		
Petroleum and its products	292,119,576	227,623,439
Metals—		
Lead	67,994,236	82,981,359
Copper	32,653,886	34,119,707
Zinc	15,969,176	37,875,406
Other	1,812,422	3,129,753
Henequen, etc.	31,419,913	34,596,230
Cotton	8,922,998	21,743,718
Flax hemp, etc.	6,406,845	7,197,127
Resins, gums, etc.	8,400,154	9,640,329
Hides	4,959,367	4,881,205
Zacatón (brown corn)	3,756,870	2,780,934
Rubber	3,464,401	5,044,348
Sundry	8,186,011	10,224,750
Manufactured products	3,635,980	5,020,642
Gold, silver and coinage—		
Gold bullion	9,956,690	11,868,874
Silver bullion	125,744,287	122,677,307
Sundry	65,334	2,916,655
	<hr/> \$682,484,832	<hr/> \$691,769,739

An inspection of these figures will show that the majority of the exports from Mexico consist of the natural products of the country, and that these are chiefly exported in a more or less raw state; manufacturing industries, although in some cases of a highly developed character, are at present insufficient to meet the requirements of the country, and are still further from providing a

surplus for export. In general, it would appear from the statistics that the year 1926 showed a satisfactory increase in the export trade, the only serious exceptions being in the cases of petroleum products and silver. A brief analysis of the individual items follows:—

Live Animals.—The large increase is almost entirely accounted for by exports of cattle to the United States, which rose from 39,900 head in 1925 to 98,144 head in 1926, the respective values being: 1925, \$996,185; 1926, \$4,484,354. No changes worthy of mention took place in the other items included under this heading, which consist of horses, mules, sheep, swine, goats, and poultry.

Coffee.—Mexico produces a very high grade of coffee, which is exported not only to the United States (which is the natural market) but also to practically all European countries. On an average the North American continent takes about 60 per cent of the total, the principal market for the remainder being found in Germany.

Fresh Vegetables.—The principal item is tomatoes, which accounted (in 1926) for \$12,721,000 out of a total of \$16,105,421. This industry has increased rapidly of recent years, the exports being sent in their entirety to the United States.

Dry Vegetables.—The exports consist chiefly of *garbanzos*, or chick peas, which accounted for over 95 per cent of the total. This vegetable, although practically unknown in Canada, is highly popular in Spanish-speaking countries, and is shipped in large quantities to Spain, Cuba, and the United States—in the last-mentioned case apparently for transshipment.

Fruit.—In view of the interest which has recently been taken in this item by Canadian importers, the following analysis of the figures is given:—

	1925	1926
Bananas	\$ 2,463,592	4,075,074
Nuts	402	544
	\$ 170,960	178,490
Lemons	669	461
	\$ 98,238	65,113
Oranges	444	212
	\$ 60,488	31,796
Cocconut	90	65
	\$ 3,795	4,889
Pineapples	51	....
	\$ 19,447	156
Tamarind	271	1,139
Copra	33	153
Peanuts	170	43
Sundry	\$ 522,583	1,250,244
	3,339,306	5,607,097

It will be observed that the increase is due to the export of bananas, an industry which has developed rapidly during the past two years and is still capable of great extension. The natural market is found in the United States, bananas being shipped by train loads to the border, and thence distributed to widely separated points, including both Eastern and Western Canada.

Spices.—Vanilla is the principal item, no other spices being shipped from Mexico in appreciable quantities. It is understood that there has recently been an over-production of the vanilla bean, and the Mexican supply at present far exceeds the demand.

Sundry Foodstuffs.—The only other foodstuffs exported from Mexico to a value of upwards of a million pesos yearly are rice and sugar. In the former case, the production is increasing, more especially on the West Coast. The production of sugar, however, has fallen off on many areas, owing to the agrarian situation.

Petroleum and its Products.—This, as will be seen, constitutes by far the largest single item of exports from Mexico. The decrease in production during the past few years has already formed the subject of reports in the *Commercial Intelligence Journal*, and requires no further comment.

Metals.—The increase in the exports of lead and zinc is accounted for by improved methods of extracting these minerals by an adaptation of the flotation process, which has enabled ores to be treated of a more complex nature than has hitherto been possible. Practically the whole of the metals are shipped to the United States with the exception of zinc, of which about two-thirds goes to Belgium, and appreciable quantities to Germany, France, and Great Britain.

Henequen.—This, the raw material used in the manufacture of binder twine, is a practical monopoly of the state of Yucatán. The fibre is marketed under a co-operative system, and is shipped principally from the port of Progreso at prices fixed by the Government. The exports in 1925 were 131,381 tons as compared with 105,362 tons in 1926.

Cotton.—Mexico is capable of producing a high quality of cotton, which is largely exported to Great Britain and the United States, in addition to being used extensively in the local mills. Exports vary widely in accordance with the crop, and for this reason the figures given above cannot be taken as an index to the progress of the industry.

Flax, Hemp, etc.—The item consists of a number of vegetable fibres, of which no details are given. Mexico produces such fibres (which are used in the manufacture of brushes, coarse rope, etc.) in large quantities, but the marketing of them on a large scale is still in its early stages.

Resins, Gums, etc.—About 90 per cent of the total is accounted for by chicle, which is the principal raw material used in the manufacture of chewing gum. The only other items of importance are vegetable wax and turpentine.

Hides.—Goat skins form by far the largest item, and are exported to the United States for use in the tanning industry.

Zacaton.—Until recently the principal market was found in France, but during the past two years shipments to that country have decreased owing to fluctuations in exchange, and at present Germany, Italy, and other European countries are becoming of increasing importance. The decrease in exports is accounted for by lack of demand from France, combined with reduced shipments to the United States.

Rubber.—The item consists almost entirely of *guayule*, a kind of rubber which grows wild in the northern parts of Mexico. The extraction of this rubber from the shrub which produces it is an expanding industry, and is controlled by one or two firms which ship the product to the United States.

Sundry Raw Materials.—The only other important items are hardwood, lumber, cotton seed, and animal oils, all of which are exported to the value of upwards of a million pesos yearly. Among minor exports may be mentioned tobacco, dyewoods, fertilizers, plaster of Paris, and feathers.

Manufactured Products.—The principal item in this classification is palm-leaf hats, which were exported in 1926 to the value of \$986,473. Rope and other similar manufactures of henequen accounted for \$528,150. No other individual item reached a value of \$100,000 during the year.

Gold Bullion.—Mexico is an important source of the world's gold supply, being exceeded only by South Africa, the United States, and Canada. The item is accounted for by exports to the United States.

Silver Bullion.—Silver is exported to Germany, Belgium, the United States, France, and Great Britain. As is well known, Mexico is the largest producer of silver in the world, many of the mines having been worked since colonial times.

It is understood that production is at present decreasing to a small extent, owing to the low price of the metal, but it is hoped that this condition is of a temporary nature.

Sundry Coinage.—The item is made up as follows:—

Foreign gold coinage	\$2,603,694
Mexican silver coinage	302,750
Foreign silver coinage	10,211
	<hr/>
	\$2,916,655

SUPPLIES FOR CANADIAN IMPORTERS

It should be mentioned in connection with this subject that Canadian importers desiring to obtain supplies of Mexican products should communicate in the first place with the nearest Mexican consul, who is usually in a position to provide him with full details of sources of supply, and the names of firms which are in a position to export. In default of other sources of information, recourse may be had to the services of the Canadian Trade Commissioner in Mexico City.

Further details of the exports of Mexico were published in *Commercial Intelligence Journal* No. 1135 (October 31, 1925) and No. 1180 (September 11, 1926).

WHEAT AND FLOUR SITUATION IN CHINA

TRADE COMMISSIONER L. M. COSGRAVE

Shanghai, September 6, 1927.—Since the opening of the new season there has been little or no buying of foreign wheat, as the local mills are assured for some months of ample supplies of new season Chinese wheat, and this fact, and the high prices ruling for American and Canadian wheat, have caused mills to pay little attention to importing wheat from abroad. At the beginning of this year local mills bought low grades of American wheat, as the better grades by reason of the prices ruling were beyond the reach of the Chinese millers. For the first time in the history of the local milling industry were such low grades as Nos. 4, 5, and 6 Western Red imported into China. The sixth grade cost the millers G.\$39.75, the fifth G.\$41, and the fourth G.\$45 per ton. It was impossible for the millers to import, for instance, No. 2 grade, which at the beginning of the year was selling at G.\$52 per ton, and at the prevailing exchange it worked out to 5.64 taels per picul of 133½ pounds, while the cost to the mills of flour milled from Chinese wheat was then only 2.825 taels. The Chinese flour mills were therefore obliged to have recourse to the low grades of Western Red. The importation would no doubt have continued had exchange been in favour of the buyers, for at the beginning of the year 100 taels was equivalent to 64 to 65 gold dollars, while this exchange declined in May to 61½. Both prices and exchange in the latter part of the first half year operated against the local buyer of foreign wheat, and mills were fortunately not hard put to importing, as supplies were coming in from the local wheat area.

At the beginning of the year supplies of wheat in Shanghai were limited in quantity, largely due to manipulation on the part of speculators in the local market, the rising market for foreign wheats, and the reduced supplies from the interior. Manipulation by speculators was not highly successful, as some 10,000 tons of foreign wheat became available in Shanghai. Although in February the purchases made for Tientsin exerted a favourable influence on the market, this was counteracted by the arrival of 200,000 bales of foreign wheat in Shanghai. The trouble between the Chekiang and Kiangsu provinces in

February compelled the mills to shut down, but in the third week of that month there was a sharp improvement as supplies of native wheat from inland China were cut off as a result of the difficulties in transportation and the rise in gold rates.

March was a hectic month, with heavy demands made on the local mills for flour, causing Chinese wheat to advance to 5.06 taels. The firm tendency was further accentuated by fears expressed for the new Chinese wheat crop as a result of heavy rainfall in the wheat belt. With the arrival of 2,850 tons of wheat from abroad the demand for wheat on the part of the mills slackened, but conditions were not ameliorated, as Kiangsu became the seat of warfare, and supplies of Chinese wheat to Shanghai were once again impeded, helping to make wheat still dearer for the local mills. At the end of March buying of wheat was again active, and in spite of the anticipated arrival of 100,000 bales of foreign wheat contracts were made for 25,000 tons.

GOOD DEMAND FOR CHINESE MILLED FLOUR

Spot wheat in April was quite firm owing to communications being still hindered and the reluctance of farmers to ship wheat to Shanghai. The firmness of the Winnipeg markets, and the continuous rain which threatened the new Chinese wheat crop, introduced a buoyant feeling in the local market, and an increase of 0.40 tael took place at one jump. The market continued to rise week by week in April, owing to fears that the Chinese crop would be seriously damaged by the excessive rainfall, and also to very good demand for indigenous milled flour. May saw a still higher market, strengthened by military complications, which interrupted the normal activities of the farmers and the active demand for further supplies of native wheat from the mills.

As supplies continued to be received in Shanghai, the wheat market here lost much of its firmness, but rates continued to be steady owing to the good demand for Chinese flour. After declining somewhat, the local wheat market became once again firm in June, largely because of the unsatisfied demand for flour, and mills were busy turning out flour and despatching same to the consuming centres. There was a good deal of speculation in the cereal in the month; speculators were anxious to close their commitments for fear of a run-away market. The first half of the year closed with an inactive flour market and large supplies of wheat received from the interior markets.

During the first half year there was a good demand for Chinese flour, large quantities being purchased by Kwangtung and North China, the mills selling in January over 400,000 sacks. The cheapness of the commodity caused a large number of inquiries to be received, and the action of a Tientsin buyer who purchased in the first week of February some 150,000 sacks, which then represented the entire flour stock in Shanghai, forced the mills and speculators to buy for cover. This served to push up values. On account of strikes the output of the local mills was curtailed by 50 per cent in February, while the shortage of wheat was another factor in the situation.

Receipts of foreign flour in March and the poor demand for Chinese-milled flour from the interior of China caused the Shanghai flour market to ease off in that month. In the second week of March, Tientsin bought 100,000 sacks of foreign flour and all available supplies locally, and just then the southern ports began to compete with the north in the demand for Chinese flour largely because of the fear that the growing crop of Chinese wheat might be injured by the unfavourable weather of the month. Consequently spot Chinese flour rose, and when the Nationalist forces entered Shanghai on March 21, strikes occurred and flour merchants purchased in anticipation of a shortage. Tientsin again re-entered the local market in March, and prices for flour were rushed up to 2.49 taels, the highest touched in the first quarter of the

year. The outports were to all appearance well supplied with the commodity, and supplies of Canadian and American flour were coming in liberal quantities. Besides, the general labour union in March placed a limit on flour prices.

April was for the most part an interesting month because of the lack of demand shown by consuming marts owing to the large supplies already sold by the Chinese mills here to them and the advance sales made, and also to the lack of transportation facilities for supplies already purchased by the outports. Chinese flour for forward months rose owing to the fears entertained for the new Chinese wheat crop as a result of the continuous rainfall experienced. Spot flour was held between 2.43 taels and 2.45 taels by the comparatively high price for wheat. Tientsin again entered the market in the latter part of April, and as there was a persistent demand for supplies the flour market rose sharply from 2.43 taels to 2.54 taels for spot.

The spot market in the first part of May was unusually firm, when fresh wheat supplies were unavailable and the existing stock was all but depleted. Added to this was a great demand from a certain mill, which not only withheld its own output from the market but was also strong as a buyer.

The forward market was likewise firm, because the prospect of fresh wheat supplies was hardly encouraging in view of the military crisis. In the middle of the month, when the Shanghai-Nanking railway was being cleared of troop movements, wheat supplies were being shipped to Shanghai and the flour demand was falling, and the market assumed a weak aspect. Toward the end of the month the market remained weak, although it improved for a brief time as the result of manipulations.

In the first few days of June the arrival of more wheat and the anticipated shipment of new wheat forced down the market. After June 4 some 100,000 sacks were shipped to North China and another 100,000 sacks were ordered for Tientsin alone, which the mills found it difficult to supply on account of lack of wheat stock. This helped the market upward, and prices for spot reached 2.435 taels on June 13. During the second half of the month the market steadily declined because the Tientsin buyers, taking advantage of high prices, turned into sellers, while new wheat was constantly arriving in Shanghai and the mills had to rid themselves of increasing output. The demand from other quarters was also slack.

The Chinese wheat crop promises to be much better than anticipated. From the best indications, it appears that there will be no rush to contract for foreign wheat and, incidentally, for foreign flour. Even if there is any wheat importing, the movement will not be in evidence until the end of the year. The carryover from last year is estimated at 500,000 piculs, mostly held in Kiangsu, which will insure a good supply of indigenous wheat for the Chinese flour mills for some time.

INDUSTRIAL CONDITIONS IN TURKEY

A report on economic and commercial conditions in Turkey just issued by the Department of Overseas Trade states that a marked feature is the tendency of the wealthier agricultural worker to adapt himself to more modern methods, and the use of up-to-date agricultural implements is appreciated. Reapers and tractors would be in an increasing demand were it not for the lack of mechanics.

The law for the encouragement of industry has given a slight impetus to the development of industry, but at present Turkey possesses only 1,270 factories, most of which are of minor importance. A new development is the concentration on the founding of a sugar industry, two factories having been established quite recently. In the region of Adrianople the cheese industry is showing marked progress owing to the gradual adoption of more modern methods. In the Turkish market price is the primary consideration.

TARIFF CHANGES AND CUSTOMS REGULATIONS

New Zealand Tariff Revision

With reference to the announcement in *Commercial Intelligence Journal* No. 1233 (September 17, 1927, page 396), Mr. Paul Sykes, Assistant Trade Commissioner, Auckland, cables that additional resolutions proposing further New Zealand tariff changes have been introduced.

The following are the new rates:—

Confectionery.—British preferential tariff, 25 per cent ad valorem; general tariff, 45 per cent ad valorem.

Glass Bottles and Jars Exceeding 8 Ounces.—Free under British preferential tariff and 20 per cent under general tariff until December 31, 1927.

The proposed duties on automobiles have been abandoned and former duties are now in force.

The foregoing changes became effective October 5, 1927. The Tariff Bill is now being discussed by Parliament.

New Zealand Import Regulations Affecting Potatoes

The importation of potatoes into New Zealand, except in accordance with certain regulations established by Order in Council of July 4, 1927, says the *Board of Trade Journal*, is absolutely prohibited. Ports of entry are prescribed for the importation of potatoes for other than seed purposes, and each consignment of potatoes for other than seed purposes must be accompanied by a certificate in prescribed form, signed by a responsible Government officer of the country in which the potatoes were grown, setting forth that he has examined the potatoes, that they are entirely free from disease, the place where they are grown, etc. Seed potatoes may be imported by post only, and in lots not exceeding 12 pounds in weight, addressed to the care of the Director of the Horticulture Division of the Department of Agriculture.

Restrictions on Importation of Straw Packing into Australia

Quarantine Proclamation No. 170, dated August 3, 1927, regarding the importation of straw packing into Australia, prohibits as from the 1st day of January, 1928, the importation into Australia of straw packing of any description or kind with goods arriving from any part of the world, except New Zealand with certain provisions.

In the case of goods from Great Britain, Ireland, United States of America, Canada, Germany, France, Italy, Japan, Norway, and Sweden, straw packing may be used therewith, subject to the following conditions:—

(1) That all such goods are accompanied by a declaration from the exporter, countersigned by a responsible Government official of the country of origin, to the effect that the straw used in the packing of the goods is clean cereal straw, and

(a) has been stored or kept in store free from contact with any animal for a period of three months prior to its use as packing; or

(b) has been treated by one of the three following methods:—

(i) subjected to the action of live steam maintaining in all parts of the compartment a temperature of not less than 185 degrees Fahrenheit, for a period of at least ten minutes;

(ii) placed loosely in a tight compartment having a temperature of not less than 65 degrees Fahrenheit, and thoroughly sprayed with 10 fluid ounces of formaldehyde solution (containing not less than 37 per centum of formaldehyde by weight) for each 1,000 cubic feet of space in the compartment, which was immediately closed in such a manner as to prevent the escape of the formaldehyde vapour, and kept closed for not less than eight hours; or

(iii) placed loosely in a tight compartment and subjected to the action of heat in the presence of moisture at a temperature of not less than 260 degrees Fahrenheit, this temperature being maintained throughout the whole of the chamber for a period of not less than two hours; or

(2) That all such straw packing is destroyed under the direction and supervision of a quarantine officer on arrival of the goods in Australia, and at the importer's expense.

Revised Australian Duties on Motor Car Chassis

Mr. D. H. Ross, Canadian Government Trade Commissioner, Melbourne, Australia, cables: "The Minister of Customs introduced a measure in the Commonwealth Parliament, effective September 29, increasing the intermediate tariff rate on unassembled chassis to $12\frac{1}{2}$ per cent ad valorem (formerly $7\frac{1}{2}$ per cent ad valorem) and the general tariff to $17\frac{1}{2}$ per cent ad valorem (formerly $12\frac{1}{2}$ per cent ad valorem), also the intermediate tariff on assembled chassis to 20 per cent ad valorem (formerly $12\frac{1}{2}$ per cent ad valorem) and the general tariff to 25 per cent ad valorem (formerly $17\frac{1}{2}$ per cent ad valorem). The British preferential tariff (unassembled chassis free, and assembled chassis 5 per cent ad valorem) remains unaltered."

Canada is under the intermediate tariff on motor car chassis unassembled and assembled.

FOREIGN EXCHANGE QUOTATIONS FOR THE WEEK ENDING OCTOBER 3, 1927

The Foreign Exchange Department of the Bank of Montreal has furnished the following statement of the nominal closing quotations for all the principal exchanges for the week ending October 3, 1927. Those for the week ending September 26, 1927, are also given for the sake of comparison.

Country	Monetary Unit	Parity	Week Ending Sept. 26, 1927	Week Ending October 3, 1927
Britain	£	\$4.86 $\frac{3}{4}$	\$4.8600	\$4.8629
Belgium	Belga	.1390	.1391	.1391
Czecho-Slovakia	Krone	.20263	.0296	.0296
Finland	Mark	.0252	.0252	.0252
France	Fr.	.1930	.0392	.0392
Holland	Florin	.4020	.4004	.4005
Italy	Lire	.1930	.0544	.0545
Spain	Pes.	.1930	.1760	.1742
Portugal	Esc.	1.0805	.0500	.0505
Switzerland	Fr.	.1930	.1925	.1928
Germany	Reichs Mk.	.2382	.2380	.2380
Greece	Dr.	.1930	.0133	.0133
Norway	Kr.	.2680	.2640	.2630
Sweden	Kr.	.2680	.2686	.2687
Denmark	Kr.	.2680	.2674	.2675
Austria	Schilling	.1407	.1412	.1412
Japan	Yen	.4985	.4645	.4660
Siam	Tical	.3709	.4500	.4500
India	Rupee	.3650	.3650	.3650
United States	\$	1.0000	.9986	.9990
Mexico . . . . .	\$	.4985	.4785	.4785
Argentine Rep.	Peso (Paper)	.4244	.4275	.4280
Brazil	Mil.	.5462	.1185	.1190
Jamaica	£	4.86 $\frac{3}{4}$	4.8600	4.8600
British Guiana	\$	1.0000	1.00 $\frac{3}{8}$ —1.001 $\frac{7}{8}$	1.00 $\frac{5}{8}$ —1.01 $\frac{7}{8}$
Barbados	\$			
Trinidad	\$			
Dominica	\$			
St. Kitts	\$			
Grenada	\$			
St. Vincent	\$			
Tobago . . . . .	\$	.....	.6187	.6156
China	Tael			
Batavia, Java	Guilder			
Peru	Libra			
Singapore, Str. Settlement . . . . .	\$		.5612	.5625

Canadian Trade Commissioners and Commercial Agents should be kept supplied with catalogues, price lists, discount rates, etc., and the names and addresses of trade representatives by Canadian exporters. Catalogue should state whether prices are at factory point, f.o.b. at port of shipment, or, which is preferable, c.i.f. at foreign port.

The Canadian Government Trade Commissioners at the present time are using Bentley's Complete Phrase code.

TRADE INQUIRIES FOR CANADIAN PRODUCTS

Since the publication of the last *Commercial Intelligence Journal* there have been received the following inquiries for Canadian products. The names of the firms making these inquiries, with their addresses, can be obtained only by those specially interested in the respective commodities upon application to: "THE COMMERCIAL INTELLIGENCE BRANCH OF THE DEPARTMENT OF TRADE AND COMMERCE, OTTAWA," OR THE BOARDS OF TRADE AT ST. JOHN, HALIFAX, QUEBEC, SHERBROOKE, MONTREAL, TORONTO, WOODSTOCK, ST. MARY'S (ONT.), PORTAGE LA PRAIRIE, ST. BONIFACE (MAN.), WINNIPEG, VANCOUVER, NEW WESTMINSTER, AND PRINCE RUPERT; THE CHAMBERS OF COMMERCE AT BELLEVILLE, PETERBOROUGH, HAMILTON, ST. CATHARINES, STRATFORD, GUELPH, BRANTFORD, LONDON, ST. THOMAS, SARNIA, AND VICTORIA (B.C.); THE CHAMBRE DE COMMERCE, DISTRICT OF MONTREAL; BORDER CHAMBER OF COMMERCE, WINDSOR; THE CANADIAN MANUFACTURERS' ASSOCIATION OFFICES AT TORONTO, MONTREAL, WINNIPEG, EDMONTON, VANCOUVER, AND VICTORIA; AND THE KITCHENER AND WATERLOO MANUFACTURERS' ASSOCIATION, KITCHENER (ONT.).

Foodstuffs

934. A Havana consignment house is prepared to act in that capacity for Canadian exporters of all lines of foods.

935. SUGAR.—A commission agent in Newcastle-on-Tyne, with an established connection among the grocery and manufacturing confectionery trades on the Northeast Coast, would like to act as agent for a Canadian refinery not represented in this area.

936. FISH; SPLIT PEAS; CANNED GOODS.—A firm in Paramaribo, Dutch Guiana, are desirous of representing Canadian exporters of hake, haddock, alewives, salmon, split peas, canned goods such as salmon, sardines, and fruits.

937. POULTRY.—A firm of poultry importers at Newcastle-on-Tyne are open to establish, as buyers, direct connections with Canadian exporters of dressed poultry.

Miscellaneous

938. FLAX FIBRE.—A London firm ask to be placed in touch with Canadian shippers of flax fibre who are in a position to quote for export.

939. PARAFFIN WAX AND SCALE.—A Belfast firm want to get in touch with Canadian manufacturers of paraffin wax and scale.

940. NEWSPRINT.—A Dublin paper agent, with long-established connection in the paper trade, desires to represent Canadian newsprint manufacturer direct.

941. AMMONIUM SULPHATE.—Canadian exporters are requested to submit c.i.f. prices and samples on ammonium sulphate to Cologne importers.

942. MINERALS.—A Glasgow firm, which heretofore has done business in Canadian asbestos, are desirous of hearing from exporters of the following: bauxite, chrome ore, cobalt, colomite, ferro-silicon, gypsum, infusorial earth, manganese, magnesite, mica, sulphur pyrites.

943. SCRAP METALS.—A firm of metal merchants in Liverpool would be interested in having, as buyers on their own account, quotations from Canadian exporters on various scrap metals, old wire cables, etc.

944. CALF LEATHER.—Dutch leather importers want coloured calf leather, first quality, L. & L.M., smooth and soft. Competitive price 35-40 Canadian cents per square foot f.o.b. Montreal, less 5 per cent discount. Sample on file.

945. PATENT LEATHER.—Dutch importer desires c.i.f. Rotterdam quotations and small samples of patent leather D.L.M.

946. LEATHER.—Dutch firm interested in cow bellies and sides desire quotations c.i.f. Rotterdam.

947. GOODYEAR WELTING.—Dutch importer would like to have c.i.f. Rotterdam quotation on Goodyear wellings.

948. DOWELS.—A London firm would like to obtain quotations from Canadian exporters of dowels.

949. DOORS.—A Belfast agent and broker would like to import all classes of Pacific Coast wooden doors from exporters outside the combine.

950. BARREL STOCK.—A barrel factory in Hamburg, Germany, wishes to get in touch with Canadian exporters of staves suitable for oil and lard barrels.

951. DOUGLAS FIR.—A firm of timber brokers at Hull are desirous of hearing from Canadian exporters who are not already represented on the East Coast of England.

952. QUEBEC BIRCH AND MARITIME PROVINCE HARDWOODS.—A London firm of timber brokers are anxious to obtain the agency of Canadian exporters of Quebec birch and Maritime Province hardwoods.

953. AGENCIES, GENERAL.—A West of England agent living in Exeter desires to hear from Canadian manufacturers or producers with a view to general representation for all classes of Canadian goods.

PROPOSED SAILINGS FROM CANADIAN PORTS

(The sailing dates are approximate and subject to change without notice)

From Montreal

To ANTWERP.—Canadian Trapper, Oct. 12; Canadian Raider, Oct. 22; Canadian Rancher, Nov. 1; Canadian Aviator, Nov. 11—all C.G.M.M.

To AVONMOUTH.—Colonian, Oct. 15; Oxonian, Oct. 22; Huronian, Nov. 5—all White Star-Dominion; Salacia, Cunard Line, Oct. 29.

To CARDIFF AND SWANSEA.—Canadian Commander, Oct. 21; Canadian Leader, Nov. 4—both C.G.M.M.

To DUNDEE.—Cairnross, Thomson Line, Oct. 15.

To GLASGOW.—Metagama, Canadian Pacific, Oct. 27; Carmia, Oct. 14; Letitia, Oct. 21; Gracia, Oct. 28; Athenia, Nov. 4—all Cunard Line.

To HULL.—Comino, Furness Line, Oct. 25.

To LIVERPOOL.—Montrose, Oct. 14; Montcalm, Oct. 21; Minnedosa, Oct. 28; Montclair, Nov. 4—all Canadian Pacific; Doric, Oct. 15; Albertic, Oct. 22; Regina, Oct. 29; Calgarie, Nov. 2; Megantic, Nov. 5—all White Star-Dominion; Andania, Cunard Line, Oct. 14.

To LONDON.—Canadian Trapper, Oct. 12; Canadian Raider, Oct. 22; Canadian Rancher, Nov. 1; Canadian Aviator, Nov. 11—all C.G.M.M.; Ascania, Oct. 14; Alaunia, Oct. 21; Ausonia, Oct. 28; Antonia, Nov. 4—all Cunard Line; Bothwell, Oct. 15; Bolingbroke, Oct. 22; Bosworth, Oct. 28; Brecon, Nov. 5—all Canadian Pacific; Comino, Furness Line, Oct. 25.

To MANCHESTER.—Manchester Brigade, Oct. 13; Manchester Regiment, Oct. 20; Manchester Commerce, Oct. 27—all Manchester Liners.

To NEWCASTLE AND LEITH.—Cairnross, Oct. 15; Cairnglen, Oct. 20; Cairnesk, Oct. 29; Cairnvalona, Nov. 5—all Thomson Line.

To HAMBURG.—Cairnglen, Oct. 20; Cairngowan, Nov. 3—both Thomson Line; Brant County, County Line, Oct. 27; Brandon, Oct. 7; Bosworth, Oct. 28—both Canadian Pacific.

To HAVRE.—Grey County, County Line, Oct. 20.

To ROTTERDAM.—Key West, Oct. 12; Hada County, Oct. 21—both County Line.

To COPENHAGEN AND BALTIC PORTS.—Ivar, Oct. 20; Nevada, Oct. 30—both Scandinavian-American Line.

To ITALIAN PORTS.—Valsavoia, Oct. 20; Valleluce, Nov. 1—both Lloyd Mediterraneo Italian Service.

To SOUTH AND WEST AFRICAN PORTS.—Cochrane, Elder Dempster Line, Oct. 15.

To NORWEGIAN PORTS.—Ideford, Oct. 15; Topdalsfjord, Nov. 5—both Norwegian-American Line.

To SOUTH AMERICAN PORTS.—A steamer, Canadian-South American Line, Oct. 25.

To AUSTRALIAN PORTS.—Canadian Transporter, C.G.M.M., Oct. 22; a steamer, New Zealand SS., Oct. 24.

To NEW ZEALAND PORTS.—A steamer, New Zealand SS., Oct. 24; Canadian Seigneur, C.G.M.M., Oct. 25.

To ST. KITTS, ANTIGUA, BARBADOS, TRINIDAD AND DEMERARA.—Canadian Otter, Oct. 20; Canadian Runner, Nov. 3 (calls at Guadeloupe)—both C.G.M.M.

To BERMUDA, BAHAMAS, JAMAICA AND BRITISH HONDURAS.—Canadian Forester, C.G.M.M., Oct. 26.

To ST. JOHN'S, NFLD. (via CHARLOTTETOWN).—Canadian Sapper, C.G.M.M., Oct. 13; Nov. 3; Copthorne, Oct. 15; Farnham, Oct. 26—both Canada Steamship Lines.

To CORNERBROOK, NFLD.—New Northland, Oct. 12, Oct. 26; Nayarit, Oct. 17, Oct. 31—both Clarke SS. Co.

From Quebec

To ANTWERP AND SOUTHAMPTON.—Montnairn, Oct. 19; Montroyal, Nov. 2—both Canadian Pacific.

To SOUTHAMPTON.—Empress of France, Oct. 12; Empress of Scotland, Oct. 26—both Canadian Pacific.

From St. John

To BERMUDA, ST. KITTS, ANTIGUA, MONTSEERAT, DOMINICA, ST. LUCIA, BARBADOS, ST. VINCENT, TRINIDAD AND DEMERARA.—Canadian Skirmisher, Oct. 22; Canadian Carrier, Nov. 5—both C.G.M.M.

From Halifax

To BORDEAUX AND VIGO (SPAIN).—Roussillon, French Line, Oct. 16.

To LIVERPOOL.—Newfoundland, Furness, Withy, Oct. 26.

To LONDON.—Kenmore, Furness, Withy, Oct. 17.

To MANCHESTER.—Manchester Division, Oct. 10; Manchester Brigade, Oct. 17—both Furness, Withy.

To ST. JOHN'S, NFLD.—Newfoundland, Furness, Withy, Oct. 26; Silvia, Oct. 11, Oct. 25; Nerissa, Oct. 18, Nov. 1—both Red Cross Line; Magna, Newfoundland-Canada Traders, Oct. 26.

To EAST COAST NEWFOUNDLAND PORTS.—Magna, Newfoundland-Canada Traders, Oct. 10, Oct. 26.

To WEST COAST NEWFOUNDLAND PORTS.—Skipper, Farquhar SS., Oct. 13.

To SOUTH COAST NEWFOUNDLAND PORTS AND ST. PIERRE-MIQUELON.—Pro Patria, French Mail Service, Oct. 11, Oct. 25; Skipper, Farquhar SS., Oct. 13.

To BERMUDA, ST. KITTS, NEVIS, ANTIGUA, MONTSEERAT, DOMINICA, ST. LUCIA, BARBADOS, ST. VINCENT, GRENADA, TRINIDAD AND DEMERARA.—Canadian Volunteer, Oct. 21; Canadian Skirmisher, Nov. 4—both C.G.M.M.; Adolf Bratt, Oct. 13; Ottar, Oct. 27—both Pickford & Black.

To SANTIAGO (CUBA) AND KINGSTON (JAMAICA).—Andalusia, Oct. 19; Caledonia, Nov. 2—both Pickford & Black.

From Vancouver

To YOKOHAMA, KOBE, NAGASAKI, SHANGHAI, HONG KONG AND MANILA.—Empress of Asia, Oct. 13; Empress of Canada, Nov. 3—both Canadian Pacific.

To YOKOHAMA, KOBE AND DAIREN.—Africa Maru, Oct. 18; London Maru, Oct. 20; Arabia Maru, Oct. 24—all Osaka Shosen Kaisha.

To YOKOHAMA, KOBE, MIKE AND HONG KONG.—Talhybius, Oct. 18; Achilles, Nov. 8—both Blue Funnel.

To HONOLULU, SUVA, AUCKLAND AND SYDNEY.—Niagara, Canadian-Australasian Service, Oct. 19.

To HAVRE, ANTWERP AND BORDEAUX.—Notre Dame de Fourviere, Oct. 14; Oklahoma, Oct. 28; Montana, Nov. 3—all Cie. Gle. Transatlantique.

To MARSEILLES, BARCELONA, GENOA, LEGHORN, NAPLES, VENICE AND TRIESTE.—Arsa, Oct. 27; Fella, Oct. 31—both Navigazione Libera Triestina.

To MANCHESTER.—London Importer, Oct. 13; Pacific Reliance, Oct. 28—both Furness (Pacific) Ltd.

To LONDON, HAMBURG, ROTTERDAM AND ANTWERP.—Eemdyk, North Pacific Coast Line, Oct. 30.

To LIVERPOOL, SOUTHAMPTON, LONDON AND ROTTERDAM.—Narenta, Oct. 10; Loch Gail, Oct. 21; Cardiganshire, Nov. 4—all North Pacific Coast Line.

To GLASGOW, HAMBURG, ROTTERDAM AND ANTWERP.—Moerdyk, North Pacific Coast Line, Oct. 9.

To LIVERPOOL, LONDON AND HULL.—City of Evansville, Ellerman & Bucknall SS., Oct. 21.

To BRISBANE, SYDNEY, NEWCASTLE, MELBOURNE AND ADELAIDE.—Roxen, Australian Service, Oct. 25.

To KINGSTON (JAMAICA), PORT OF SPAIN (TRINIDAD), AND BRIDGETOWN (BARBADOS)—Chr. Knudsen, Canadian Transport Co., Oct. 10.

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NOTICE TO CANADIAN EXPORTERS

Mr. E. L. McColl, Canadian Trade Commissioner in Buenos Aires, is about to pay a visit to the Republic of Ecuador in the interests of Canadian trade, and he cables urgently inviting Canadian exporters interested in that country, or who would like to develop trade there, to send catalogues, samples, and prices to him immediately, care of the British Consul at Guayaquil, Ecuador.

TRADE OF THE PORT OF HAMBURG

TRADE COMMISSIONER L. D. WILGRESS

Hamburg, September 20, 1927.—A revised edition in the English language of the authoritative work on the Port of Hamburg has recently been published and contains some illuminating facts with regard to the extent of territory served by the port. Such data should be of great interest to Canadians interested in export trade, since an appreciation of the relative spheres of influence of the principal European ports is essential for Canadian firms trading with this part of the world.

ADVANTAGES OF GEOGRAPHICAL SITUATION

Hamburg is the terminus of many of the world's most important trade routes, as it forms the most easterly of the chain of great North Sea ports, through which passes a large share of the trade between Europe and overseas countries. The proximity of the other great ports affords vessels coming to and from Hamburg ample opportunity to supplement their cargo or to obtain

sufficient return freight by making calls at the intermediate ports. This proximity, however, has also given rise to a great struggle between the various ports to extend the commercial hinterland subservient to one port at the expense of another. In this competition for traffic Hamburg has been favoured by a number of factors, among which its geographical situation must be considered the most important.

Being the most easterly of the great North Sea ports, the commercial hinterland of Hamburg extends for a considerable distance to the east without serious competition from other ports. This advantage is further greatly augmented by the situation of Hamburg on the River Elbe, some 65 miles from its estuary into the North Sea. The River Elbe, with its tributaries and canal connections, forms one of the most important European systems of waterways and affords cheap transportation for bulk goods for considerable distances into the interior.

ELBE SYSTEM OF WATERWAYS

Hamburg is connected by the Elbe with a network of inland waterways, the total length of which is 3,850 miles. These waterways not only afford easy communication with the highly productive districts of Northern, Central and Eastern Germany and of Northern Bohemia in Czechoslovakia, but also even with a considerable area of Northern Poland.

The River Elbe itself is navigable as far as Melnik in Czechoslovakia, a distance of about 456 miles above Hamburg. The Elbe is joined at Melnik by its tributary, the Moldau, which is navigable for some distance further as far as Prague, the capital of the Republic of Czechoslovakia. The total distance by river from Hamburg to Prague is 487 miles. Barges of 1,000 tons capacity are used on the Elbe from Hamburg to Aussig in Czechoslovakia.

In its course to the North Sea the Elbe flows through some of the busiest manufacturing districts of Germany. Thus connection is afforded by the river between Hamburg and the highly industrialized State of Saxony, whose capital Dresden is situated on the Elbe 356 miles above Hamburg. The important Saxon industrial centres of Leipzig and Chemnitz are not on the Elbe, but are connected by railway with a number of busy river ports. The Prussian city of Magdeburg is another important centre situated on the Elbe, 187 miles above Hamburg. A few miles above Magdeburg the Saale flows into the Elbe. This tributary furnishes a considerable volume of traffic, being navigable for 110 miles and furnishes communication with such centres as Halle and Merseburg.

The most important tributary of the Elbe as regards traffic is the River Havel, which affords communication not only with Berlin but also through two separate canals with the River Oder. Hamburg therefore competes for traffic to and from the Oder with the Baltic port of Stettin. The River Oder is navigable as far as Ratibor in the industrial district of Upper Silesia not far from the frontier with Poland and Czechoslovakia. The distance from Hamburg by water to the head of navigation on the Oder is about 630 miles. Further east the River Warthe, a tributary of the Oder, affords communication beyond the city of Posen in Poland, while a tributary of this river is connected by the Bromberg Canal with the Vistula, the chief river of Poland. The distance by water from Hamburg to Posen is 462 miles and that to Danzig at the mouth of the Vistula is 620 miles.

Other canals on the Elbe deserving of mention are the Elbe Canal, which connects with the Mecklenburgs, and the Elbe-Trave Canal, which connects the Baltic port of Lübeck with the Elbe by a deep navigable channel 42 miles long. Finally near the mouth of the Elbe, 44 miles below Hamburg, is the Kiel Canal, which can best be considered in relation to the trade of Hamburg with the Baltic countries.

TRAFFIC ON THE ELBE

Before the war 62 per cent of the traffic to and from Hamburg, exclusive of ocean-borne trade, was carried by the river and only 38 per cent by the railways. The proportions in 1924 were 45 per cent river-borne and 55 per cent rail-borne traffic. These percentages indicate the part played by the River Elbe in the trade of the Port of Hamburg.

The aggregate amount of freight carried on the German waterways in 1925 was 85.6 million tons, of which 9.4 millions were carried on the Elbe. The traffic of Hamburg was 6.7 million tons representing 71 per cent of the total Elbe traffic. Hamburg ranks third among German river ports coming after the Rhine harbours of Duisburg-Ruhrort and Mannheim.

The following figures of the classification of the river traffic of Hamburg in 1925 according to places of origin and destination of the freight are interesting as showing the extent of the traffic contributed by the various sections of the Elbe system of waterways:—

Origin and or Destination	Incoming Traffic		Outgoing Traffic	
	Quantity Tons	Percentage	Quantity Tons	Percentage
Elbe ports between Czechoslovak frontier and Magdeburg	1,353,775	39.4	1,110,651	33.5
Berlin and ports on Havel, Spree and other Brandenburg waterways	364,204	10.6	992,688	30.0
Elbe ports in Czechoslovakia . . .	641,755	18.7	478,390	14.4
Lower Elbe ports	265,272	7.7	214,027	6.6
Ports on the Oder and further east	194,785	5.7	279,589	8.6
Elbe ports between Magdeburg and Hamburg	112,001	3.3	80,004	2.4
Saale ports	105,075	3.0	76,948	2.3
Ports on Elbe tributaries not separately mentioned.	397,253	11.6	72,780	2.2
Total	3,434,120	100.0	3,305,077	100.0

The above table shows that Saxony contributes the largest share of the river traffic to and from Hamburg. Berlin and other Brandenburg ports follow with Czechoslovak ports on the Elbe a close third.

Of the commodities carried on the Elbe, about three-fourths are comprised of bulk goods such as coal, ores, mineral earths, lumber, building stones and grain. There are, however, a considerable quantity of bulky articles carried which have a fairly high value. Thus in 1925 the incoming river-borne traffic at Hamburg included 522,000 tons of sugar, 208,000 tons of paper, 85,000 tons of glassware, 78,000 tons of iron hardware, 40,000 tons of machinery, 25,000 tons of cables, and 22,000 tons of chemicals and drugs. The outgoing river-borne traffic of Hamburg consists more of bulk articles than the incoming traffic. Grain comprised the largest item in 1925 with a total of 716,000 tons, followed by coal and coke, mineral oils, ores and flour.

TRADE WITH BALTIC COUNTRIES

The commercial hinterland served by the Port of Hamburg is dependent not only upon the freight carried by the Elbe system of waterways and by the railways, but also upon that transported by the numerous coastal services with Baltic ports. Hamburg being the terminal port of many ocean services, the further distribution of freight to and from Baltic ports, which have less frequent ocean services, is effected by coastal steamers. Large quantities of freight intended for exportation reach Hamburg by the sea-route from other German ports and from North European countries. Similarly large quantities of imported goods are transported from Hamburg by the sea-route to these ports. Regular weekly services to all important Baltic ports are maintained by shipping companies to deal with this traffic.

An important link in the European freight traffic to and from Hamburg is the Kiel Canal, which obviates the necessity of vessels having to go around the peninsula of Jutland to reach the Baltic. The canal has a total length of 62 miles and is navigable for ocean-going vessels. It branches off from Elbe near the mouth of the river and reaches the Baltic near Kiel. The construction of the Kiel Canal has greatly stimulated the part played by Hamburg as an intermediary between Baltic ports and overseas countries. Thus the outgoing trade of Hamburg to Baltic ports amounted in 1825 to 10 per cent of the total European trade of the port, but now the proportion amounts to 21 per cent.

It is difficult to estimate accurately the volume of the transshipment trade with Baltic ports which passes through Hamburg, as the shipping statistics do not distinguish between overseas freight and cargoes representing trade between Germany and Baltic countries. The following table, however, gives the sea-borne imports and exports of Hamburg with North European countries in 1925:—

Trade with:	Sea-borne Imports Tons	Percentage of Total	Sea-borne Exports Tons	Percentage of Total
Germany	704,673	5.7	603,833	8.7
Russia	399,731	3.2	183,211	2.6
Sweden	288,770	2.3	371,555	5.2
Denmark	153,770	1.2	601,210	8.6
Norway	138,668	1.1	214,545	3.1
Finland	83,379	0.7	257,373	3.7
Esthonia, Latvia and Lithuania	44,936	0.4	240,113	3.5
Danzig	14,289	0.1	108,210	1.6
Poland	13,124	0.1	9,743	0.1

RAILWAY CONNECTIONS

The greater part of the inland freight traffic moving to and from Hamburg is now carried by the railways. It is upon the railways that Hamburg is dependent for the carriage of the high-class exports and imports, which comprise a very large share of the merchandise passing through the port. There is also a considerable section of the hinterland tributary to Hamburg, which has no connection with the Elbe system of inland waterways and therefore relies on the railways for its communication with the seaport.

For a large share of traffic the waterways and railways are independent. There are fifty-two river ports situated on the inland waterways connected with Hamburg and the railways transport goods to these ports for further shipment by the river-route to Hamburg. No reliable statistics are available to indicate the extent of such railway traffic caused by the movement of freight to and from Hamburg.

The railroad freight traffic of Hamburg is only exceeded by that of two other German cities, Berlin and Mannheim. A large proportion of the railroad traffic directly serves the harbour. In 1926 the total incoming rail-borne traffic of Hamburg amounted to 8,495,000 tons and of this 3,274,000 tons or 37.6 per cent was handled by the Hamburg-Süd and Kai-rechts stations, which deal with the harbour traffic. The outgoing rail-borne traffic amounted to 2,774,000 tons, of which the two above-mentioned stations contributed 1,678,000 tons or 60.5 per cent of the total. Approximately half of the export cargoes and one quarter of the import cargoes handled at the State docks of the harbour are conveyed to or from the docks by railway.

The above figures show how extensive is the railway freight traffic resulting from the activities of Hamburg as a seaport. Six railroad lines converge upon Hamburg and provide communication with all parts of the economic

hinterland tributary to the port. While the bulk of the railroad traffic is conducted with the provinces adjacent to Hamburg, there is a considerable movement of goods to and from Westphalia and the Ruhr, Thuringia and Prussian Saxony, Brandenburg, Saxony, Czechoslovakia, Bavaria, Silesia, Hesse, Poland, Württemberg, Baden, Austria, Pomerania, East Prussia, Switzerland, Denmark and Hungary.

ECONOMIC HINTERLAND OF HAMBURG

The territories enumerated in the last paragraph may be said to embrace the economic hinterland tributary to the Port of Hamburg by its railway connections. The territories served by the port through its coastal services to Baltic countries and through its situation on an extensive system of inland waterways have already been described.

Throughout a large part of its rail-connected territory Hamburg has to compete for traffic with other seaports. Thus in the southern part of Westphalia and the Ruhr there is the strong competition of the ports of Rotterdam and Antwerp, which are fed by the River Rhine. The same applies to the traffic from Hesse, Württemberg, Baden and the northwestern part of Bavaria. Again throughout the northwestern districts of Germany Hamburg has to meet the competition of the Port of Bremen. In the south there is the Mediterranean port of Trieste, which directly competes with Hamburg for the traffic to and from Austria, southern Czechoslovakia and Hungary. The German railways have had to meet special rates granted on export goods from Czechoslovakia by the railways feeding Trieste by giving similar concessions to the German seaports. A considerable quantity of bulk goods for Austria are imported through Hamburg, and in order to save freight are transported by rail only as far as the German river-port of Regensburg on the Danube and from thence by barge to Vienna.

The above summary will indicate that the commercial influence of the Port of Hamburg is predominant throughout Germany east of a line drawn due south from Hamburg to Lake Constance, throughout most of the manufacturing districts of Czechoslovakia and throughout a large part of Austria and Poland. This extensive territory contains some of the most thickly settled and highly productive districts in Europe. This is the territory for which Canadian exporters should always quote c.i.f. Hamburg unless otherwise instructed by their prospective customers.

INFLUENCE OF FREE PORT

The facilities granted by the free port must be regarded as another factor favourable to the development of the trade of Hamburg, particularly the transshipment trade with Baltic countries. These facilities enable goods to be imported into the free port, stored and transhipped to other countries, without any interference whatsoever from the customs authorities.

Hamburg is usually regarded as the classic example of a free port. Historically the creation of the free port came about more by accident than design. When the Hamburg Free State joined the German Empire in 1871 it did not adhere to the German Customs Union, since Hamburg preferred to remain steadfast to its free trade principles. This gave rise to many inconveniences, so that in 1882 an agreement was concluded whereby Hamburg joined the Customs Union, but the greater part of its harbour remained outside the customs area. This created the modern Free Port of Hamburg.

At present nearly all that part of the harbour accessible to sea-going vessels comprises the free port. Thus all but two of the twenty and a half

miles of docks available for seagoing vessels are in the free port. The length of docks available for rivercraft in the free port is three and a half miles out of a total of ten miles for the whole harbour. The free port area is separated from the rest of the harbour by strong wire and iron fences on shore and by floating wooden palisades on the water. Where the boundary crosses the main river it is patrolled by customs launches. At intervals there are gates in the customs barrier at which customs houses are placed for the clearance of goods brought into the customs territory. Within the free harbour itself no control by the customs authorities can be exercised.

SHIPPING TRADE OF THE PORT

In 1923 the seagoing traffic of the Port of Hamburg attained the proportions of pre-war years. Since then there has been a steady increase, so that the tonnage figures of arrivals and departures of seagoing vessels now considerably exceed those of before the war. The figures for rivercraft, however, are below those of the years immediately preceding the war. The following table compares the shipping traffic of the port in 1913 with that of the last four years:—

Year	Incoming Sea-going Vessels		Incoming Rivercraft		Outgoing Sea-going Vessels		Outgoing Rivercraft	
	No.	Net Register Tonnage	No.	Cargo Capacity in Metric Tons	Net Register Tonnage	Cargo Capacity in Metric Tons	Net Register Tonnage	Cargo Capacity in Metric Tons
1913	15,073	14,185,000	23,279	9,538,000	14,440,000	9,297,000		
1923	13,192	15,344,000	9,657	4,277,000	15,619,000	4,339,000		
1924	12,527	15,540,000	11,698	5,053,000	15,775,000	4,870,000		
1925	13,240	16,635,000	14,090	6,020,000	16,877,000	5,733,000		
1926	14,788	17,423,000	15,798	6,928,000	17,618,000	6,585,000		

The above figures for rivercraft only cover the traffic with the Upper Elbe, that with the Lower Elbe being of much less importance to the trans-shipment trade of the port.

Of the seagoing vessels arriving at the port in 1926 the German flag was represented by 38.5 per cent of the total, the British flag by 26.6 per cent, the Dutch flag by 11.1 per cent, and the other nationalities by smaller percentages.

Although the tonnage of vessels arriving and departing now exceeds the pre-war figures, the quantities of freight actually handled through the port remain below the totals of former years except in the case of exports by sea. This can be seen from the following table of the Hamburg freight traffic by seagoing vessels, rivercraft and rail in the years 1913, 1924, 1925 and 1926:—

Hamburg Freight Traffic

Year	By Incoming		By		By		By	
	Sea-going Vessels Tons	Outgoing Rivercraft Tons	Outgoing Rail Tons	Incoming Rail Tons	Incoming Rivercraft Tons	Outgoing Sea-going Vessels Tons	Incoming Rail Tons	Outgoing Rivercraft Tons
1913	16,548,000	7,248,000	2,615,000	5,245,000	5,382,000	8,910,000		
1924	12,984,000	3,028,000	4,102,000	3,390,000	3,089,000	6,545,000		
1925	12,429,000	3,305,000	3,319,000	4,004,000	3,434,000	6,962,000		
1926	11,041,000	3,343,000	2,774,000	8,495,000	4,966,000	10,870,000		

The figures for 1926 in the above table were subject to the influence of the British coal strike, so that the figures for 1925 afford a better indication of the Hamburg freight traffic in a normal year.

THE RHINE AND CANADIAN TRADE

TRADE COMMISSIONER A. B. MUDDIMAN

Rotterdam, September 20, 1927.—The movement of Canadian grain to the continent of Europe from Montreal, or other Atlantic ports, is always interesting; particularly so with regard to shipments to the European port of Rotterdam, located at the commercial mouth of the Rhine waterway. The economic importance of this port, as a gateway of entry and clearance to Central Europe for the grain trade of Canada, is very great. At Rotterdam the grain is unloaded by the grain elevator company from the seagoing ships into lighters and barges that take it up the Rhine to Germany, Eastern France and Switzerland, and in some cases, beyond. The total imports of cereals into Rotterdam consisting of wheat, rye, maize, oats, pease, linseed, etc., amounted to approximately 4,000,000 tons in 1926, of which it is stated the Graan Elevator Maatschappij discharged alone 3,500,000. This company, with a branch company, has a total number of twenty-eight pneumatic elevators. They are in a position to discharge 200 to 250 tons of grain per elevator per hour. It is from Rotterdam chiefly that the Rhine Valley draws its supplies of grain. Antwerp also supplies its quota, and this has particularly been the case for Eastern France since the imposition of the Surtaxe d'Entrepot. Strassbourg is the chief consignee for Antwerp grain, although Rotterdam must not be left out of account.

The writer has already pointed out in a previous report that, of the grain classed as so-called Dutch imports from Canada, some 65 per cent of the wheat, 40 per cent of the barley, over 50 per cent of the oats, and about 30 per cent of the rye is re-exported up the Rhine in barges. Working this out on the figures of the Dominion Bureau of Statistics, for the fiscal year ending March 31, 1927, gives the following estimated quantities and values of grain going from Rotterdam direct to Germany and Switzerland.

Wheat, 6,424,755 bushels valued at	\$9,780,404
Barley, 1,340,792 bushels valued at	1,032,494
Oats, 1,476, 159 bushels valued at	837,699
Rye, 84,753 bushels valued at	89,347

Strassbourg received from Antwerp and Rotterdam 14,271 tons of wheat and 383 tons of oats during the first six months of 1927.

MILLING CONDITIONS

The imposition of a duty on flour imported into Germany, and the successive increases of this duty, have stimulated trade in Canadian wheat and restricted the import of Canadian flour. German quantity imports are controlled by the deficiencies in the local harvest crops. In the same way, Eastern France, although a grain-producing country to some extent, must import proportionately to her annual crop. On the other hand, Switzerland is practically dependent on imports and therefore furnishes a fairly permanent market for a small quantity.

Before reviewing the chief milling points on the Rhine to which this grain is consigned, it would be instructive briefly to summarize the milling conditions in Holland and Germany.

In so far as Holland is concerned, recent conditions in the milling industry have not been so favourable as formerly. A number of the mills in Holland supply not only domestic needs, but are on the outlook for export markets. Believing themselves well placed on the seaboard to receive grain supplies, they began to look to their neighbours for a market. The imposition, however, of a high duty on flour by such countries as Germany has restricted

their imports to nearby countries and indeed has generally confined their sales to the home market. This has caused keen competition, and at times flour has been sold in Holland under cost. The import of flour into Holland, especially from Kansas, whose soft flours are particularly liked, has also aggravated the domestic situation.

Germany at the end of the war found herself with far more mills than were needed for peace-time conditions. The raising of the duty on imported flour was considered necessary to protect the local milling industry in Germany. The effect of this import duty, so far as Germany is concerned, has of course severely affected, amongst others, Dutch mills.

The number of flour mills is estimated at 28,000, of which about a hundred are large mills. Of the large mills, outside the seaports of Altona, Hamburg and Bremen, the bulk are naturally on the German Rhine, due to the fact that grain can easily be transhipped, at the port of entry at Rotterdam, into barge and transported direct to the mills. Rhine mills can be described as seaboard mills, and as long as the tariff position remains as it is, there will always be—subject to the local harvest—a demand for Canadian grain going up the Rhine via Rotterdam to German ports. These mills, situated on the waterfront and equipped with more modern machinery than those in the hinterland, are in an admirable position to compete with any of their domestic competitors and are probably strong enough to weather the readjustment period which is going on in the German milling industry and in fact among many of the European plants.

Supplies of Canadian grain going into Germany, as things are to-day, should remain fairly strong through the port of Rotterdam. With a view to maintaining close contact with the Rhine valley mills, a tour was recently undertaken on behalf of this office from Rotterdam to Basel, where navigation ends.

ROTTERDAM-RHINE TRAFFIC

When the new German tariff on grain supplies came into force, anxiety was expressed locally in the port of Rotterdam that perhaps the Rotterdam-Rhine traffic might be diminished, but the annual report of the Rotterdam Chamber of Commerce for 1926 is reassuring on this point:—

We may now state that the decline of exports of grain to Germany which had been anticipated on account of the new German tariff has not occurred. Shipments (exports and transit traffic together) via our port along rivers and canals (for a large part up the Rhine), on the contrary, according to the above-named statistics, have been considerably larger in 1926 than during the preceding year. They were in fact as follows:—

	1926 Metric Tons	1925 Metric Tons
Wheat	1,150,257	737,028
Maize	106,623	76,170
Rye	196,103	176,565
Barley	153,138	69,298
Oats	105,165	151,882
Other cereals	8,638	3,635

During the month of July, 1926, also with a view to the increased import duties on grain and flour into Germany, which were to be applied with the coming into force of the commercial treaty with Germany on August 1, 1926, exports and transit traffic of grain at our port along rivers and canals up stream were extraordinarily large (264,781 tons of 1,000 kilos against 147,053 in 1925). This would have been explicable if during the ensuing month shipments had become much reduced as compared with the same month of the previous year, but despite the raised import duties in August too, the returns were higher in the same month of the preceding year (189,951 tons of 1,000 kilos against 127,786 in 1925). Also during the last four months of the year there was no reduction to be recorded. Exports and transit shipments were then as follows:—

	1926 Metric Tons	1925 Metric Tons
September	124,235	160,036
October	150,754	112,688
November	197,180	119,751
December	134,680	80,232

At the same time, it should not be forgotten that Antwerp is a very keen competitor of Rotterdam—a competition that the depreciation of the Belgian monetary unit has recently also aided considerably. However, Rotterdam with Germany easily holds her own, and shippers in Strassbourg expressed the opinion to the writer that, although the imposition of the Surtaxe d'Entrepôt was forcing grain through Antwerp for Eastern France, it had always been found in the past that shipments from Rotterdam were handled in an expeditious and excellent way.

GERMAN MILLS ON THE RHINE

The first big milling centre on entering German territory by the Rhine is at Dusseldorf, where there are a number of large firms and mills. The Weizenmühle Georg Plange with its two branches is stated to be the largest mill in Germany. The large office of the Getreide Industrie und Commission A.-G. is also located there. In addition to other mills, there is a firm specializing in barley.

At Cologne the flour mills are chiefly on the right bank of the river at Coln-Deutz. This area, including Dusseldorf and Cologne, is the chief centre of the milling industry of the northern end of the German Rhine.

There are several general grain importers at Mainz; but the southern end is chiefly situated at Mannheim, although some of the firms handling grain have offices also in Frankfurt. In Mannheim itself, or in the neighbourhood, there are seven mills. In one of the largest mills it was stated that from 30 to 50 per cent of the wheat used was Canadian. Canadian grain was said to arrive in excellent condition. There are no complaints as to grading, which was found to be extremely accurate. The total maximum capacity of the mills in Mannheim and its area is placed (at a conservative estimate) at 3,900 tons per day. It is doubtful if anything like this quantity is being utilized at present, as Alsace-Lorraine, which drew supplies of milled grains from Mannheim in pre-war days, owing to the political rearrangement of the map now looks to Strassbourg and its mills.

FRENCH AND SWISS MILLS

The return of Alsace-Lorraine, with 115 miles of the left bank of the Rhine and portions of the rivers Moselle and Murthe and of the canals in the restored provinces, has added 316 miles to the principal water routes of France.

At Strassbourg there are two large mills, and there are four other mills in the neighbourhood of Alsace-Lorraine. Of late years France has imported between three and four million metric tons of cereals. According to the *Bulletin d'Alsace et de Lorraine*, about 10 per cent of this tonnage of cereals comes up the Rhine to Strassbourg. Before the war Strassbourg imported about 500,000 tons of grain; but while Alsace can no longer count upon an export market in Germany, it is hoped to increase the export of milled grain to Switzerland. Official French reports are said to hold out the possibility of a market for grain in Alsace and Switzerland by way of the Rhine to the extent of 500,000 tons, or including the local hinterland, of 700,000 tons, but this appears to be a somewhat sanguine estimate.

In Strassbourg and neighbourhood there are over a dozen firms dealing in the grain trade, not counting the mills. Imports of grains into Strassbourg and Kehl during 1926 amounted to 403,018 metric tons, of which 382,055 tons came from Holland and Belgium by the Rhine route, probably United States, Canadian, and Argentine grains; while from Switzerland 968 tons were imported, and Germany furnished the small total of 20,095.

SWITZERLAND

The importation of grains into Switzerland up the Rhine to Switzerland's only port of Basel totalled 828,159 metric tons in 1926 valued at 250.5 million

frances, as against 837,005 tons valued at 281.2 million francs in 1925. The principal sources of supply for wheat, according to a British consular report, with quantities, were as follows for the years 1926 and 1925: Canada, 290,683 and 207,078 tons; United States, 84,161 and 141,004 tons; Argentina, 34,333 and 31,461 tons; and Russia, 12,937 and 11,855 tons.

All the so-called *céréales panifiables* are bought in Switzerland through a Government institution, the Régie Fédérale, at Berne. This method of purchasing began during the war, and is still in existence in spite of some agitation amongst local business circles for its abolition. Probably Canadian firms with old private relationships in this trade in Switzerland may be called upon to resume them at some future date, but renewal for a year of the present system was recently put through.

In connection with the Swiss milling industry, a report on the Swiss Corn Administration furnished by the Secretary of the British Chamber of Commerce in Basel may be quoted:—

In December, 1926, the Swiss people decided by a plebiscite that the war monopoly held by the Swiss Government in the matter of the import of cereals must be abolished and be replaced by the former system of free trade. However, as can easily be imagined, the question of abolishing such a monopoly could not be settled from one day to another. The Government had introduced a special system of handling the nation's food supply and this system could not be suddenly dropped without the danger of great confusion arising.

It was therefore decided by the Government that the monopoly system must be continued at least up to 30th June, 1928, in order to allow for the preparation of a new system incorporating free imports devoid of Government supervision. At the present time the Government has the sole right to import grain for milling purposes, i.e. wheat, rye, spelt, and mixtures of such grain, together with the milled products thereof, whereas other sorts of grain—e.g. maize, barley, and oats—can be imported freely by private individuals.

The nation's food supply is at present regulated by the decree of the 7th June, 1927, and Order in Council of 3rd August, 1927, which provide that the supply of milling grain to the mills is carried out on the basis of special regulations drawn up for the purpose. For example, permits to import wheat grain are only given to millers, and to import grits and flour to bakers and pastry manufacturers who use these products in their own mills and factories. Such permits are not transferable, nor may supplies be transferred or sold to others without Government permission. The millers are required to deliver at least 50 per cent of the grits or flour which they produce from imported grain to Swiss pastry manufacturers and bakers. If the miller supplies less than 50 kilos of grits or flour out of every 100 kilos of grain to Swiss bakers, he has to pay the Government 10 centimes per kilo of loss. The miller has to supply quarterly returns of his supplies to Swiss bakers.

The bakers and pastry manufacturers must use the grits and flour for their own purposes and, if they transfer any by sale, must pay the Government 5 centimes per kilo of goods thus sold. Both millers and bakers must keep careful count of all supplies and be prepared to account for the use thereof, and the Government inspectors must be given free access at any time. The Government may impose fines for infractions of the regulations, but the person fined may appeal to a special arbitration board.

The Government has the right to warehouse grain in any mills chosen for the purpose, and such warehousing may be effected either gratis or against part payment of the cost to the miller concerned.

At present there are in Switzerland some 400 mills working on a commercial basis, most of which are medium-sized or small concerns. The largest mill in the country has an output of about eight to ten wagons of 10 tons capacity per day. In addition there are about 1,500 small mills which are exclusively devoted to supplying purely local requirements.

Under the decree of 7th June, 1927, the Swiss Government is pledged to buy up home-grown grain in so far as there is no other outlet for it. The Government price is 8 francs higher per 100 kilos than the average cost of foreign grain delivered free Swiss frontier, and the Government price is not lower than 38 and not more than 45 francs for 100 kilos of wheat. The prices for various classes of grain are fixed by the Government in September for that year's harvest and are based on market rulings and mutual arrangement. For extra good grain an increase can be offered, and for poor quality grain a reduction made on the normal quotations. The Government may refuse to take up grain not of the ordinary quality normally to be expected from the part of the country from which it came.

The Government pays a milling bonus of 5 francs per 100 kilos of wheat, rye, spelt, maize, and, in mountainous regions also, barley, to any one who uses home-grown grain of his own cultivation for providing his household with bread and flour. In mountainous

regions this premium may rise to 8 francs per 100 kilos. Whilst the Government is supposed to make neither a loss nor a gain on the sales of wheat, the bonus referred to above is a direct charge to the Federal Treasury.

In order to ensure that a national supply is always on hand, the Government maintains an average stock of 100,000 tons of grain in the country, this being increased or reduced as circumstances dictate.

It is interesting to note that the Corn Administration had a gross profit of 1,948,865 francs in 1926, as compared with 2,359,631 francs in 1925. During 1926 also the administration purchased cereals to a value of 161,565,752 as compared with 161,390,960 francs in 1925, and effected sales to a value of 156,242,224 francs as against 172,602,720 in 1925. The actual net profit, after deduction of various amounts for interest, etc., only came to 398,803 francs as against 366,842 francs in 1925.

With regard to the transshipment into barges for the routes going up the Hunnigue canal or the river from Strassbourg to Basel, French statistics show that 33,844 tons of cereals went up in 1926. The Swiss figures have been given above. According to a statement of the Rhine Towage Company, barges of from 600 to 1,350 tons (according to the water level) can be brought into Basel. It seemed to the writer that Basel was a very favourable point from which to carry on an active trade propaganda on behalf of Canada, not only for Switzerland, but also eastward. There is already a British Chamber of Commerce there for Switzerland, as it is the port of the country, and the reputation of Canadian grain stands very high.

An extract from the annual report of the Argau Chamber of Commerce for 1926, regarding commercial flour mills, states that there is nothing very favourable to report about the degree of occupation in the mills in 1926. It remained about the same as in the previous year and amounted to hardly 70 per cent of the normal capacity. The cause lies mainly in the increased extent to which agriculture is supplying its own needs; in addition, it is believed that a higher standard of living in general brings with it a decrease in consumption of bread.

Practically for the whole of the year there was difficulty in getting rid of feeding stuffs for animals, and there was no improvement in sales in spite of several price reductions. Stocks in the mills increased to such an extent that the millers were obliged willy-nilly to export their goods at prices which meant a loss. Owing to the fact that selling prices experienced no or very slight changes throughout the year, the total decrease in revenue in the sales of feeding stuffs went to the debit of milling profits; in the second half of the year these had reached such a low level that any profit at all was impossible.

The foreign wheat which the Federal Corn Administration supplied to millers was, on the whole, of good quality. Most of it was again composed of Canadian Manitoba grain (summer wheat); in addition there were supplies from North and South America and smaller lots from Russia.

The home harvest in wheat was unfavourable in point of quantity, and the price obtained hardly amounted to half the figure of the previous year's harvest. The quality also left much to be desired. In the case of rye conditions were better.

The year 1926 was of importance for the commercial flour milling industry in that the plebiscite of 5th December put an end to the grain monopoly. It will be remembered that millers adopted a neutral attitude for a variety of reasons. Now, however, it will remain for the millers to help to bring about a solution which will satisfy the farmers and will take from the Government's shoulders the burden of storing up grain and of renewing supplies. Given goodwill among all parties, it should be possible to reach a definite solution.

CATALOGUES FOR TRINIDAD OFFICE

The Trade Commissioner at Port of Spain, Trinidad desires to be furnished with copies of latest catalogues together with export price lists and all information relative to shipments of Canadian manufacturers and exporters interested in the markets of the British West Indies and of British and Dutch Guiana.

Address Canadian Government Trade Commissioner, P.O. Box 125, Port of Spain, Trinidad

AUSTRALIAN FINANCIAL AND COMMERCIAL CONDITIONS

TRADE COMMISSIONER D. H. ROSS

Melbourne, September 7, 1927.—While the attractive displays in the windows of large department stores emphasize that spring should have arrived on September 1, there remains a chill in the atmosphere which indicates that the season is at least a trifle backward, and the latter condition is also applicable to trade generally. Climatic conditions greatly improved over wide districts in Australia in August (though there are still vast areas in the grip of the prolonged drought) and the coming harvest prospects have much revived the trading outlook.

The opening of the 1927-28 wool-selling season attracted a record number of oversea buyers and keen competition, chiefly from the Continent, with the result that prices advanced from 5 to 10 per cent over the June sales. With an estimated shortage of from 300,000 to 400,000 bales during the season, higher values will be particularly acceptable for realization of the Commonwealth's chief source of wealth and export.

The Customs and Postal revenue of the Commonwealth for the first two months of the fiscal year indicate substantial increases in comparison with the similar period of last year. For July and August the Customs collections aggregated £7,586,791 and the Postal returns (stamps, telephones, and telegrams) £1,929,918.

The value of Australian imports for July is given at £13,302,523, or £82,826 less than for the similar month of 1926, while the value of exports is stated to be £8,940,427, or £900,215 less than in July, 1926, but in the latter month gold and specie aggregated £3,521,756 as against £229,516 in July this year.

After the official opening of the new Commonwealth Parliament House in May last, Parliament immediately adjourned, and the session will be resumed at Canberra on September 28. One question of immediate importance will be to make provision for war loans, redeemable on December 15 next, of £40,031,371, consisting of £30,339,840 at 4½ per cent and £9,691,530 at 5 per cent. As in previous loans, it is anticipated that much of the total amount will be converted by holders, but to what extent is conjecture, though the rate of interest offered will have an important bearing in respect to conversion.

Funds in Australian banks in London, caused by payments for the large volume of imports, have been so depleted that there now exists a marked financial stringency, which can only be relieved by shipments of wool and other products. The railway strike in Queensland and the impending state elections in New South Wales are both having a bearing upon commercial activities.

Inquiries in the wholesale distributing trade—in foodstuffs, hardware, and drygoods—imply that, while collections are slow, the volume of business placed is well up to the average for the period and the prospects are encouraging.

AUSTRALIAN WHEAT AND FLOUR

Wheat.—In sequence to press cablegrams and private advices indicating better crop prospects in Canada and the United States, in conjunction with a decline in prices in England, it was considered that Australian holders of wheat would meet the situation by reducing their prices. Contrary to expectation, holders show little tendency in that direction as, if anything, prices have firmed a little during the last ten days. As the mail closes, with much improved crop prospects, the export position is hard to determine. Only a minor trade has been transacted recently, and while prices asked for continue to be above London parity—despite that considerable quantities of wheat are yet available—there is little prospect of export to countries other than those geographically near, or to which an exceptional freight rate is offered.

Since the last advices, on August 11, good rains have fallen throughout most of the wheat-growing centres of the Commonwealth, and present indications are distinctly favourable for the coming harvest, though further rains at the end of September or early in October are required to assure a fair average crop.

To-day's prices, on the basis of a bushel of 60 pounds, f.o.b. steamer, are as follows:—

Victoria (f.o.b. Melbourne) wheat, 5s. 11d. (\$1.44).

South Australian (f.o.b. Adelaide) wheat, 5s. 10½d. (\$1.43).

Flour.—Since last advices there has been no change in the position of the exports of Australian flour, and stagnation in this commodity continues. Oversea buyers have shown very little interest and the few offers received gave no margin of profit to millers, and hence were declined. Obviously, the factor determining the situation is that the domestic rates ruling for wheat are higher than those ruling in competing countries where prices are more attractive to millers.

To-day's quotations for standard quality flour, per ton of 2,000 pounds f.o.b. steamer main Australian ports, are:—

Packed in sacks of 140 to 150 pounds gross, £11 17s. 6d. (\$57.79).

Packed in bags of 98 or 101 pounds gross, £12 2s. 6d. (\$59.01).

Packed in calico bags of 49 pounds gross, £12 12s. 6d. (\$61.44).

Freight Rates.—In recent weeks freight rates have slightly firmed. For parcels (part cargoes) the rates now quoted are, for shipment in September and October, 35s. (\$8.52) per ton of 2,240 pounds, and 37s. 6d. (\$9.13) for November shipment to South Africa, Egypt, Continental and United Kingdom ports. Full cargo rates are quoted at about 45s. (\$10.95) per ton of 2,240 pounds.

THE STRIKE ON QUEENSLAND GOVERNMENT RAILWAYS

D. H. ROSS, TRADE COMMISSIONER

Melbourne, September 7, 1927.—Through a considerable number of railway employees in Northern Queensland having declined to load or transport sugar—on the instructions of a powerful railway union—the State Government dispensed with their services. So serious was the outlook, and to prevent the strike spreading throughout the State, the Government on September 3 stopped all traffic, discharged all their staff of some 18,000 to 19,000 operatives, and concurrently stated that in order to obtain immediate reinstatement and no loss of pensions or other advantages, each applicant should sign a pledge acknowledging the administration of the Commissioner of Railways as being paramount to all outside influences.

Thus, for five days up to the closing of this mail, not a locomotive has moved in the whole Queensland railway system of over 7,450 miles—the largest Government-owned line in Australia.

Vigorous efforts are being made by the Government, depending upon the loyalty of many of their old staff and with the assistance of independent labour, to resume—in part at least—the running of their more important services in the course of a week or less.

The Labour Government of Queensland has been in office for about ten years, and the Premier has taken the stand that nothing short of revolution can result unless the Ministry face the situation and resist the attempts of outside bodies to coerce it into doing something unjust to the interests of the State.

In the interval, pending the railways being again in commission, motor transport is largely used in conveying mails and necessary supplies, while the

coastal service of steamers is being availed of in both the local and interstate trade. Further, the established aeroplane companies are taxed to their utmost in transporting passengers and special mails of urgency over vast distances.

Whether the railway strike will extend to other states, and whether other transport organizations will join issue with the strikers, are matters of considerable concern to the authorities as this mail closes. Strenuous efforts are being made to obviate any extension of the trouble.

[The strike referred to in the above report terminated on September 11.]

ADVENT OF MOTOR-SHIPS IN TRANS-PACIFIC TIMBER TRADE

TRADE COMMISSIONER D. H. ROSS

Melbourne, September 7, 1927.—Two modern motor-ships of Norwegian ownership are now discharging Douglas fir lumber at Melbourne and Sydney. These cargoes, each of approximately 4,450,000 feet, were loaded at mills in Oregon in eight loading days, and the voyages took 35 and 33 days respectively, but given fair weather conditions at least a reduction of two days in the voyage is predicted. Concurrently with the arrival of these ships was the arrival of a number of large sailing vessels, also loaded with lumber from Pacific Coast ports, and their voyages considerably exceeded 100 days, hence the ultimate doom of this slower and more uncertain transit seems to be assured. With immense clear decks upon which the lumber is stacked high, these motor-ships carry about as much on deck as is stowed in the holds. It is probable they will return to the Pacific Coast in ballast, as no cargo is offering, and may continue in "the time chartering" lumber trade, which now dominates importations into Australia.

NOTES ON NEW ZEALAND'S DAIRY INDUSTRY

ACTING TRADE COMMISSIONER PAUL SYKES

I.

The Waikato District

GENERAL DESCRIPTION

Auckland, September 9, 1927.—The Auckland Provincial District is pre-eminently a dairying country and produces over half of the butter put out by the whole Dominion. Dairy farms are to be found from its southern boundaries in the centre of the North Island almost to its northern extremities, but the area from which the bulk of its production is derived is the Waikato district, called after the river of that name which flows through it. The district proper is one of the counties originally constituted in 1876, but its name is now taken as applying in a general way to both the original county area and the contiguous parts of the districts of Raglan, Waipa, Piako, Ohinemuri, and Franklin, in which dairying is general. Altogether the area, as generally referred to, is some 50 miles in length from north to south and of a corresponding width. Its area thus approximates to 2,500 square miles.

The topography of the country is one which favours the prosecution of agriculture, as large areas are broken but little by variations in the general level of the land. Occasionally a ridge of low hills breaks this continuity or the solitary cone of an extinct volcano rises from the flat, while the Waikato river itself and its comparatively small tributaries provide variety in contour as well as drainage in the district through which it flows. The soil is generally a light-coloured clay, displaced in parts by a fairly heavy loam, the latter being found in districts which have formerly been covered with tree growth. The

climate, as of the Auckland province generally, is mild; very seldom are any extremes of temperature experienced, while the rainfall and humidity of the atmosphere at practically all seasons of the year are conducive to luxurious plant growth.

The considerations of temperature and a year-round supply of pasturage could not but stimulate dairy farming. Average pasture lands will feed one cow to two acres from one year's end to another, and during all this time no shelter need be provided for the stock other than the customary "milk shed" which houses the typical milking plant and protects the cows from rain and at milking time. The practice of covering the animals with blankets during periods when the temperature may drop below ordinary levels and light frost are felt is sometimes followed, but is not general.

In general appearance, the country even during the winter months is characterized by the green of the paddocks contrasting with a frequent distant background of the darker gorse covering the hillsides. Very little cultivated soil is seen except where root crops are being grown. The average farmhouse is of wooden construction, frequently protected by a windbreak of gum or pine trees, and unaccompanied by the many barns and outbuildings so typical of a Canadian homestead. The milk shed is quite frequently situated in the centre of the farm area and in easy access to all the main farm paddocks. In the areas of rougher or hilly land quite large flocks of sheep are frequently maintained, but such stock is encountered but little in the level areas.

COMMERCIAL AND TRANSPORTATION CENTRES

The central point of the district, from a commercial point of view, is the town of Hamilton, situated on the main line of railway and the main highway and some ninety miles south and slightly east of Auckland. This centre serves as the principal point of distribution and also of the collection of the necessities and products of the district. Huntly, a smaller settlement similarly situated with regard to transport facilities, and some twenty-five miles to the north of Hamilton, is also of importance, while Cambridge, some twenty miles to the southeast of Hamilton, and Morrinsville, some twenty miles to the northeast, also serve as distributing and shipping centres. The main line of railway runs in a generally southerly direction, bordering the banks of the Waikato river and skirting the western limits of the Waikato district. A branch line running northeasterly from Hamilton, and with branches running south to Cambridge and the thermal region of Rotorua, drains its central and southern sections. The road system is thorough and the roads themselves generally well maintained and in process of improvement. A system of rural telephones covers all but the outskirts of this dairying country, while electric power developed by the New Zealand Government at Arapuni, on the Waikato river, some fifteen to twenty miles southeast of Cambridge, is available for lighting and power purposes. The city of Auckland, of course, by virtue of its established position as a shipping and commercial centre, is the point of transshipment of imported supplies and of the export of the dairy produce of the district.

FARM STOCK AND DAIRYING EQUIPMENT

The number of dairy cattle in the Auckland province (exclusive of North Auckland) in 1926 was some 500,000, approximately one-half of the total number in the North Island, or over one-third of the total for the Dominion, and it may be estimated that some 350,000 of these were on farms in the Waikato district or its environs. At the same time some 16,417 farms in the Auckland province were numbered as suppliers of butter factories out of a Dominion total of 41,883, and 1,255 as suppliers of cheese factories out of a similar total of 12,722. These numbers combined make up 17,672 suppliers of butter and

cheese factories out of a total of 54,605. The number of milking plants in the same district was 4,976, and of cream separators 7,302, compared with respective totals for the whole country of 16,391 and 45,765, but in such comparisons it must be borne in mind that the larger farms are placed on the same basis as the smaller ones, regardless of quantity of production, when units of equipment alone are considered. The generally larger capacity of such plants in the Auckland province allowed the simultaneous milking of 18,109 cows, while the total of 16,391 plants in the whole Dominion were capable of handling 58,648 cows, a considerably lower average per plant. Again, exclusive of North Auckland, the number of persons engaged in dairy farms in the Auckland province in 1926, either as owners or employees, numbered 12,974 males and 5,258 females, roughly one-quarter of similar totals for the Dominion. Of a total of 159 butter factories, 271 cheese factories, and 68 combined plants, 65, 35, and 6 respectively were situated in the Auckland province in 1926. These data are given for the Auckland province since they are not available for any of its subdivisions, but a rough estimate for the Waikato district may be obtained by the substitution of about 60 per cent of the provincial total.

PRODUCTION

Butter production from the herds of the Auckland province makes up one-half of that of the whole country, while the output of cheese forms about one-seventh of the Dominion total. Butter forwarded for export during the year 1926 amounted to 37,947 tons and cheese shipments to 10,785 tons out of respective totals of 61,195 and 71,682 for the whole country. The amount of butter thus forwarded for export not only made up over 60 per cent of the 1926 total but exceeded by over 30,000 tons the similar amount sent out from Taranaki, the second larger butter-producing district. Cheese shipments were the fourth largest and were exceeded in quantity by those from Taranaki, Wellington, and Otago and Southland combined, but since with these three Auckland's cheese production makes up over 90 per cent of the total, it is still no inconsiderable amount.

FARM HOLDINGS AND OPERATION

The total number of farm holdings in the Auckland province and the total occupied area in 1926 were 12,415 and 4,187,822 acres respectively. The average area of each holding was thus 337.32 acres, but it may be assumed that in the improved lands of the Waikato district the average area of farms was somewhat below this figure and that of pure dairy farms considerably less. Between 65 and 70 per cent of the farm area is owned by the farmers; some 20 per cent is held from the Crown under different tenures; 5 per cent is leased from the natives; and the remainder leased from private individuals or public bodies. It may be noted, however, that apart from such statistical data, a common method of dairy farm operation is the "share milking" system, whereby a resident farmer operates the farm for an absent owner and receives a share of the butter fat cheques and other revenue as his sole remuneration. This practice of course is peculiar to the dairy industry and is considered to have a stimulating influence on production.

The layout of the average farm is simple: the farm house is within easy access of the road while the paddocks are fenced and joined by gates or lanes. Ditch systems, both for water supply and drainage, are typical and are frequently paralleled by rows of trees. The "milk shed" is situated according to convenience and fresh-water supply. Unless specialized operations are being carried on, little else in the way of buildings is found on an average dairy farm.

Operations consist principally in maintaining grass production, the growth of root crops, haying, and milking. The practice of "top dressing" or spread-

ing of phosphate and similar commercial fertilizers by means of drills is accepted as the most efficient method of maintaining an even growth of pasturage during the year and of making up for the deficiencies of poorer land. In many cases, however, the fertility of the soil and favourable rainfall produce sufficient growth to render any systematic fertilizing unnecessary and this is only done at irregular periods. Hay crops are cut from paddocks which have been closed off during the early summer season, the crop being stacked in the open. Root crops find favour as a means of augmenting winter supplies of fodder, while silage is made in pits from corn and occasionally from other crops. The use of pits rather than wooden or concrete silos has developed from the ease with which the silage may be made in separate lots at different points on the farm. The difficulty of moving silage from a large central store to distant paddocks militates against the use of silos.

Milking machines are used largely by suppliers of butter factories and are generally operated by electric power, while in the districts where this is not available, gasoline motors are employed. The same power operates the cream separators and, frequently, the water pump.

Skim-milk supplies are fed to pigs.

The average herd of dairy cattle comprises principally cross-bred stock in which the Jersey strain predominates. Cross-bred Shorthorns and Friesians are also in favour. Among pure-breds, the Jerseys are also most prominent, and in fact make up 50 per cent of the pure-bred cattle in the Dominion. The growing importance of Friesians is reflected in their being the second largest in number of pure-bred cattle of either dairy or beef types.

TRADE

The future of the Waikato district and of the Auckland province generally as one of the leading centres of dairy production of the world seems assured. Recent developments affecting production have included the breeding of higher-producing stock, while the numbers of pure-bred cattle have shown steady growth. The use of fertilizers, of new machinery, and of improved fodder stocks have also been of importance. Such progress leading to increased shipments of produce is at the same time resulting in a heavier consumption of imported goods. The exports of butter, cheese, and pork pay for large annual purchases of dairying machinery, fencing wire, farming machinery of many types, electrical equipment, lumber for building purposes, and numerous personal and household necessities. On account of its butter exports, some of which are now annually destined for Canadian markets, and through its consumptive capacity, this part of the New Zealand market should be of more than ordinary interest to Canadian exporters.

BRISTOL AREA POSSIBILITIES FOR HARDWOOD FLOORING

TRADE COMMISSIONER DOUGLAS S. COLE

Bristol, September 29, 1927.—Canadian producers of hardwood flooring are not receiving their fair share of the hardwood flooring trade in the West of England for the simple reason that their product is not being pushed. Recent investigations indicate that in the case of maple flooring architects usually specify Michigan maple in the belief that it is the best quality and hardest maple. At the same time it was confessed that neither architects nor importers could readily distinguish between Michigan and Canadian maple flooring.

If Canadian manufacturers desire to get a greater share of the West of England trade it will be necessary for them to send samples to architects or obtain the services of a suitable man to interest the architects and get them to specify Canadian maple for buildings which are being put up under their supervision.

DEMAND NOT HEAVY

It should perhaps be pointed out in the first instance that there is not a great demand for hardwood flooring in this country owing to its cost. Its chief use is for offices and industrial works. In the case of private dwellings, there is not one in a hundred houses that has such flooring primarily owing to cost and also to lack of knowledge by the builders and the public of the use and beauty of such flooring. The average house has softwood floors which require constant staining at the borders if linoleum be not used. It is not yet appreciated in England that in the final analysis softwood flooring is expensive owing to the fact that rugs cannot be used effectively; the floor must be entirely covered with linoleum; or where carpets are fitted the borders must be stained or covered with linoleum. In the event of removal to another house the carpets seldom fit the new house, being either too small or too large, requiring additions, cutting or new carpets.

OFFER TO CANADIAN MANUFACTURERS

This week the Bristol office has been approached by a director of an important Bristol company who is in constant touch with architects, with a view to interesting Canadian manufacturers of hardwood flooring in a proposition. He states that he is prepared, in connection with his own work, to interest architects and builders in the West of England in Canadian flooring and to show samples of flooring, supplies of which must be obtained through the regular timber merchants.

It must be appreciated that the timber trade is a close federation, and the usual routing is from the manufacturer to the English timber broker and thence to the English timber merchants. What the Bristolian wishes is to represent a Canadian producer who will build up a trade in the West of England which will replace foreign sources of supply, particularly American. It should be noted that Empire sentiment for the use of Empire products is strong in the West of England provided always that quality and price are right. This factor should not be overlooked.

SIZES OF FLOORING IN DEMAND

The usual sizes in demand are "nominal" 1 inch by 4 inches, which will finish to $1\frac{3}{8}$ inch by $3\frac{1}{4}$ inch, planed, tongued, and grooved, and $1\frac{1}{4}$ by 4 inches, which finishes to $1\frac{5}{8}$ inch by $3\frac{1}{4}$ inch, planed, tongued, and grooved. Other sizes which are in use are those which finish to $1\frac{3}{8}$ inch by 4 inches and $1\frac{5}{8}$ inch by 4 inches. There is also a considerable consumption of $\frac{1}{2}$ - and $\frac{3}{8}$ -inch, which is used for laying over existing softwood flooring.

OAK FLOORING

Prior to 1914 very large quantities of oak were imported from Austria for flooring and architectural purposes, but conditions have somewhat altered during the post-war period. This country now receives considerable quantities from Yugoslavia and Czechoslovakia, in addition to considerable shipments of Japanese oak. Large quantities of American oak are also brought into the country ready for laying. The chief reason why Austrian oak is not more generally used is owing to price being approximately 50 per cent higher than American, whilst prices for Japanese oak come between Austrian and American.

American oak comes in a great number of grades conforming to the Hardwood Manufacturers' Association Grade Book. An indication of price of

American oak flooring as offered by one timber merchant is as follows. (It must be noted that the importers' prices would be approximately 25 per cent lower than these to permit of commission and profit.):

Size Inches	Finishes to Inches	Quality	Hardwood Flooring	
			Price Per Square	Canadian Currency at Par
			s. d.	\$ c.
$\frac{1}{2}$ x $2\frac{1}{2}$	$\frac{3}{8}$ x 2	Select plain white	35 6	8 63
$\frac{1}{2}$ x $2\frac{1}{2}$	$\frac{3}{8}$ x 2	Clear plain white	45 9	11 12
$\frac{1}{2}$ x $2\frac{1}{2}$	$\frac{3}{8}$ x 2	Clear quartered white	58 6	14 23
1 x 3	$1\frac{3}{16}$ x $2\frac{1}{4}$	Clear plain white	60 6	14 72
1 x $1\frac{3}{4}$	$1\frac{3}{16}$ x $3\frac{1}{4}$	Prime plain white	63 6	15 45
1 x $3\frac{3}{4}$	$1\frac{3}{16}$ x $3\frac{1}{4}$	Prime quartered white	81 3	19 76

The great variation in price is due to the number of grades which embrace grain, lengths and quality of wood.

MAPLE, BIRCH, AND BEECH FLOORING

There is practically no consumption of birch and beech for use as flooring owing to the fact that the quality is not considered as good as maple or oak. It is considered by dealers that neither birch nor beech can compare in wearing quality with the many grades of oak and are only used where price is the main consideration. The possibilities for pushing this class therefore are not very good.

The main objection to maple flooring is the short lengths in which it is imported. Prices have been very low and American quotations control the market. In Bristol such flooring is quoted at from £35 to £40 (\$170.33 to \$194.66) c.i.f. United Kingdom port per standard of 165 cubic feet or 1,980 feet super. The variation in price depends upon quality.

The Bristol office would like to hear from a Canadian manufacturer of maple flooring who would be prepared to push sales by means of interesting architects in their product. For several years the West of England market has been greatly neglected and the recent building boom provided an opportunity which has not been utilized.

There are also possibilities for increasing the use of maple flooring in private homes of the better class. Here again it is the architect who makes the recommendation to the prospective builder. Any attempt to educate English architects as to the use of hardwood flooring should be strictly limited to public office and industrial buildings and the better class of private dwellings.

The cheaper dwelling must be ruled out, as the speculative builder will certainly not go to the trouble and expense of putting in a hardwood floor when he will receive the same price for the property irrespective of flooring.

WEST OF ENGLAND AND SOUTH WALES TRADE AND ECONOMIC SITUATION

TRADE COMMISSIONER DOUGLAS S. COLE

IMPRESSIONS OF THE NEW STEEL REBATE SYSTEM

Bristol, September 30, 1927.—The chief subject of interest in September has been the new steel rebate system by which British steel-makers hope to meet the increase in pressure of foreign competition which has been so oppressive during the post-war period. This scheme came into operation on September 1st and is to be supported by the manufacturers of heavy steel products throughout the country. To condense the details of the scheme in a few words it is proposed that in future purchasers agreeing to buy only British steel shall

be given the following rebates per ton: steel plates, 5s. (\$1.21); steel sections, 5s.; joists, 7s. 6d. (\$1.82) to 12s. 6d. (\$3.04).

This rebate will leave British prices still slightly above foreign, but it is believed that the speedier delivery and finer quality of the British product will make up the difference. This will not include export trade, but that purely for home consumption.

The heavy steel industry in which the Birmingham area is heavily interested, has been struggling since 1918 against the constantly increasing pressure of foreign competition through the longer working hours and the lower wages of Continental workmen. Lower Continental prices were also aided by government subsidies to certain Continental makers, low freight rates, and heavily depreciated exchange. Compared with this the heavy steel makers of the United Kingdom have been faced with high wages and shorter hours of work for their operatives, together with increased charges for transportation and other services which exceeds those charges of 1913 by about 230 per cent. Imports of iron and steel into this country on an average monthly basis of comparison for 1913 and 1927 show an increase of 100 per cent for plates, 300 per cent for sections, and about 250 per cent for joists. The result has meant idle collieries and the diminished working of coke ovens, furnaces, and steel works. It is estimated that in the aggregate that over 100,000 men are out of employment owing to the heavy imports.

There is a precedent for the present scheme, for in 1911 twenty-three firms of steel producers in the United Kingdom combined to grant a rebate of 5s. per ton to consumers who confined their purchase to the products of the associated works. Owing, however, to certain secessions in 1912 by firms who wanted a free hand to fight German and Belgium competition, this did not meet with success, although the scheme was carried on till the outbreak of war.

TRADE IN THE MIDLANDS

Generally speaking, there has been a pick-up in trade during the current month, and returns from Birmingham indicate that there has been an increased demand for equipment such as picks, shovels, etc., which are required by contractors. Road-making equipment as well as electricity service are also in increasing demand. On the other hand, manufacturers of garden tools and apparatus have had a bad season owing in part to the liquidation of old stocks and to the wretched weather.

In the Coventry area the adverse effect of general trade conditions plus the very wet summer has been reflected in the cycle and motor cycle industry and there has been a considerable falling-off.

In the Wolverhampton area the motor season is now closing, although the local factories have still a fair output and this year will prove better than 1926. Export trade has been in a fairly healthy condition, and it is anticipated that next year will be even better.

In the Leicester district returns indicate that manufacturers would like to be hopeful, but certainly as regards boots and shoes, trade has not been good this year. In the hosiery trade some manufacturers have been busy on specialties, but the majority are impatient for large orders and more forward buying on the part of customers. Returns from this area are not of an optimistic nature.

SOUTH WALES TRADE

Conditions in the Welsh coal trade are far from satisfactory, and whilst there are certain signs of improvement there is apparently no prospects of any immediate prosperity. Many thousands of miners are idle through pits being shut down and part-time employment is the rule rather than the exception.

Another unfavourable element in the situation is the heavy stocks available, which means slow shipments. Prices also are at a point at which further reductions simply cannot be made; the only alternative would be stoppages.

WAGES AND PROFITS IN THE COAL INDUSTRY

The sixth annual report of the Secretary for Mines for the year ending December 1, 1926, which contains the annual report of the chief inspector of mines, contains the following interesting information. It also indicates the very small earnings which miners received during the past year.

Per ton disposable commercially

District	Gross Proceeds		Costs other than Wages		Net Proceeds		Wages Costs		Subvention		Profit	
	s.	d.	s.	d.	s.	d.	s.	d.	s.	d.	s.	d.
Forest of Dean	18	4	5	7	12	9	15	2½	3	7½	1	2½
Somerset	19	6¾	5	8¾	13	10	13	5½	1	0½	1	5½
Bristol	20	3½	6	7¾	13	7¾	17	5	4	3	0	5¾
South Wales and Monmouth	17	5	6	5½	10	11¾	14	5½	4	3½	0	9½
Average for all U. K. Districts	15	11¾	5	1¾	10	10	12	6	2	8¾	1	0½

District	Per Manshift Worked		Per Person Employed	
	Output of Saleable Coal	Average Earnings all Classes of Work People	Average Number of Man-shifts Worked	Average Earnings
	Cwts.	s. d.		£ s. d.
Forest of Dean	13.48	8 11½	190	85 1 8
Somerset	13.80	8 2¾	196	80 14 11
Bristol	11.60	9 0¾	212	95 16 10
South Wales and Monmouth	16.29	10 9	196	105 3 1
Average for all U. K. Districts	18.25	10 5	192	99 17 9

The Spanish Government coal decrees, according to local editorials are having an adverse influence on South Wales trade. The ostensible purpose of these decrees, which rigorously limit the coal import trade of Spain, is to make that country as far as possible independent of foreign coal supplies; but Spain cannot under present conditions supply its inhabitants with coal at a price commensurate with which it has been paying for recent imports. In pre-war years over 40 per cent of the total quantity of coal consumed was imported from foreign countries, a certain proportion of which was from South Wales.

Early in September this year there was a difference in price of anything from 12s. (\$2.92) to 16s. (\$3.89) per ton between the price of Welsh imported and Spanish native coals, setting aside the element of quality, which is decidedly in favour of British supplies.

The memorable stoppage of 1926 which lasted from May until November, lost the coal industry 146,000,000 working days and the export trade was nearly 60 per cent less than for the preceding year. In cost the figure is estimated at \$1,500,000,000. Such a loss naturally can not be made up in a few months; in fact, the strike resulted in a more permanent damage because many foreign markets have, for the time being at least, been lost to British trade.

EFFECT OF COAL STRIKE ON CANADIAN TRADE

The effect upon Canadian trade has been serious as the purchasing power throughout the West of England and South Wales has been definitely lessened. There is not the customary resiliency in trade which is generally felt in September after the holiday season, and as regards manufactured goods importers are found less willing to take on new lines. With the exception of the short general strike in 1926, trade has not been so depressed for a period of five years.

CANADIAN PRODUCE AND THE WEST OF ENGLAND

Importers are concerned about the shortage in the supplies of Canadian butter this year. Reports are current throughout the trade that this shortage is owing to the heavy export of milch cows to the United States. Montreal exporters have written that both in Ontario and Quebec large quantities of best-grade Canadian cattle have been going to the United States this year in increasing numbers. Should the present market conditions be maintained continued Canadian shipments to this area may be anticipated, but the shortage created by the fall in exports from Canada will have to be made up by imports during the winter from Australia and New Zealand.

NEW TRADE INSPIRATION REQUIRED

The great need of British trade, with few exceptions, is the urgent necessity of a fresh impulse towards constructive work, mass production, and freedom from labour troubles. Efficiency at all costs will bring about the revival of British industry, and this is already taking place in certain industries such as the artificial silk and the motor industries. Undoubtedly the standard of living has improved materially during the past three years, and the fact that 1,000,000 houses have been constructed in Great Britain in the post-war period indicates to what extent the living standards of the working class have advanced.

“CHEDDARATION”: THE TRADE-MARKING OF CHEDDAR CHEESE

TRADE COMMISSIONER DOUGLAS S. COLE

Bristol, September 26, 1927.—The English Cheddar Cheesemakers' Federation has recently received a grant through the Ministry of Agriculture from the Empire Marketing Board. The object of the federation, like that of the Cheshire Cheese Federation, which has also been supported from the Empire Marketing Fund, is to place on the market a standardized and trade-marked product.

The English Cheddar cheesemakers have appointed two graders, who will examine all cheese submitted to them and will affix the federation's trade mark to it, provided it satisfies the standard laid down: 88 per cent of points awarded for flavour, texture, keeping qualities, colour, and finish. The Duke of Somerset recently stamped the first cheese to be passed by the official grader.

The trade mark applied for consists of two “C's” with the word “Cheddaration” in a panel crossing them. It is understood that the farmers in the Cheddar district are joining the federation in considerable numbers, and the trade-marked cheese is meeting with a good reception from traders. The point of trade-marking the Cheddar cheese, as stated by the federation, is in order that the English public may get English Cheddar or Cheshire cheese by insisting on being served only with cheese stamped with the trade mark of one or other of these federations. The trade mark of the Cheshire body consists of three intertwined “C's” (“Choicest Cheshire Cheese”).

THE DISTRICT OF CHEDDAR

To those unacquainted with England it may be explained that the name Cheddar is derived from a delightful Somerset village situated within twenty-five miles of Bristol. This romantic village, in addition to being noted for its cheese, is of international reputation for its huge caves and particularly for its cliffs and gorge in which the village is located. It is understood to have originally formed the bed of an underground river, the roof of which has fallen in. A tiny village now nestles at the base of a canon of considerable depth.

It has been said that there is more Cheddar cheese eaten in England in one day than can be made in the village or neighbourhood in a year. It may be added, however, that practically any cheese produced in the county of Somerset is given the generic name of Cheddar.

LINSEED CAKE TRADE OF LIVERPOOL

TRADE COMMISSIONER HARRY A. SCOTT

Liverpool, September 28, 1927.—Although there is a large domestic production in this country of linseed and other cakes for stock-feeding purposes, an extensive import trade is done in several varieties of linseed cake mainly from the United States, India, and the Argentine. While London is an important market for what are known as straight feeding cakes, which can be sold direct to country buyers, the handling charges at that port handicap the sale of hard cakes which have to be crushed and sent out in meal form. A number of important crushers and compound cake manufacturers are located in Liverpool, with the result that this port is, on the whole, considered the largest importing centre in the United Kingdom, particularly for the handling of American linseed cake.

The three chief varieties, namely—American, Indian, and Argentine—are quite different in character. The American cakes are made with the best machinery from the manufacturer's point of view, are exceedingly hard, and contain less oil than either the Indian or River Plate product. United States manufacturers crush the linseed primarily to obtain as much oil as possible from the seed for the manufacture of paint and the cake is practically a residue sold as a by-product to keep down overhead costs. Although it is reported that one or two crushing mills in the United States have been turning out a cake containing as high as 8 per cent oil content, the general average is closer to 6 per cent. While American manufacturers still use domestic supplies of linseed, it is understood that the bulk of their raw material requirements is imported from the Argentine, and that subsequently a certain drawback allowance is made on the import duty against this seed when exporting the cake. Because of its low oil content, and the extreme hardness of the cake itself, several importers state that American cake has been losing ground on this market to the advantage of the softer straight feeding cakes from India and the Argentine, both of which are higher in oil content. American cake is, however, still the most suitable for use in the manufacture of certain feeding compounds such as calf meal, etc., and it is also bought in considerable quantities by crushers who sell it out into the country districts in the form of meal. One popular feature about linseed meal crushed from American cake is the manner in which it swells and jellies when mixed with water before feeding to the cattle. Importers state that this property is due to its low oil content. An additional factor is that American cake is admittedly the best manufactured, being generally quite uniform in quality and well packed.

Canadian linseed cake is considered to be of the same quality as American. Some years ago one Canadian brand which still enjoys a very good reputation on this market was somewhat favoured over American as it contained a little more oil, but it is reported that this advantage is now largely lost as a result of improved methods of crushing, and that the Canadian cakes which have been sold lately have been of practically the same quality as American. Although Canada used to export a considerable quantity of linseed cake to the United Kingdom before the war, the trade has since fallen off, no doubt owing to domestic requirements, with the result that only limited quantities of cake from the Dominion have been offered in recent years on this market.

There are several classes of Indian cake. The better grades are well liked by importers, as they contain an oil content of anywhere from 9 to 11 per cent, depending on the machinery used for crushing, and they are much softer than the American product. The result is that "Bombay cakes," as they are usually described, go out direct to the farmers in cake form without crushing, since being

so soft they can be easily broken up on the farms before feeding to the cattle. There are two chief processes employed in India for the manufacture of cake: the expeller and the hydraulic. The first-mentioned turns out a very soft article which is really a flaky meal and can be used for immediate consumption. The most serious objection to Indian products is the danger of foreign material getting into the cakes, particularly the castor bean. As linseed cake containing castor is unsuitable for stock feeding, there is always a risk attached to cakes from this source, and contracts provide for rejection by the importer if castor seed is found in the shipment. It is said also its keeping qualities are inferior to the American, as it is not so well manufactured. Apart from the two objections noted above, however, buyers selling into the country districts favour a soft cake of high oil content.

Linseed cake from the Argentine is of a different quality from either American or Indian and has the best appearance of the three. It is sold as a "fancy article" and brings better prices, since in addition to its more attractive appearance it is a soft cake, and has an oil content averaging up to 11 or 12 per cent, occasional lots running even higher. Although as shown above, the average oil content of Argentine cake ranges higher than any others, there are several different grades in both round and oblong shapes, turned out from the River Plate. It is reported that, owing to improved methods of manufacture lately introduced, one or two mills have been producing a cake having an oil content of as low as 8 per cent, which of course is not what the buyers like on this market, and this has had a tendency to reduce its value more to the level of American quotations.

The values of all grades of linseed cake have been more or less steadily rising throughout the year and recent quotations c.i.f. Liverpool per long ton have been as follows: United States, £10 17s. 6d.; Indian, £10 15c.; and River Plate, £11. The small difference in price between United States and River Plate cakes is exceptional and due to current market conditions which are creating a firm demand for American cake. Normally there is a difference of about 10s. in favour of best-grade River Plate varieties.

There is a steady demand for linseed cake in this country throughout the year, except for two or three summer months, and although it has to compete against a variety of other feeding stuffs, it is considered in a class by itself and is recognized as one of the best foods for conditioning cattle. Any Canadian firms not already represented and who are in a position to offer continuous supplies to this market are invited to communicate with the Canadian Trade Commissioner at Liverpool.

EGG MARKET SITUATION AT LIVERPOOL

TRADE COMMISSIONER HARRY A. SCOTT

Liverpool, September 26, 1927.—Following two weeks' quiet trading with a disappointing demand, the Liverpool egg market has now entered into the fall season. Demand has improved and with rapidly decreasing supplies of fresh eggs in Ireland, prices have advanced and now stand at from 18s. 3d. to 18s. 6d. per 120 ex warehouse Liverpool for selected grades and from 19s. to 19s. 6d. for extra selected. These prices are about 1s. per 120 dearer than quoted a year ago, but they are still considerably cheaper than prices during the corresponding period of 1925, which were from 21s. to 22s. per 120. The poorer-quality eggs of the late summer have now disappeared and the fresh full-bodied autumn eggs now in production improve the general demand. In addition, the cold weather of the past few weeks has encouraged rather than discouraged the consumption of fresh eggs in this district.

Cold-stored eggs are now coming out and prices have not yet advanced very much. They have been offered recently at from 14s. 9d. to 15s. for September delivery and from 15s. to 15s. 6d. for October, ex Liverpool stores, candled and repacked, and it is generally expected that wholesalers will be able to draw their requirements at around these figures on contract basis up until the end of the year. It is anticipated that there will be a few Argentine eggs offered and large quantities of fresh Russians, which should compete with Irish cold stores, as it is considered likely that these varieties will be available at from 14s. 6d. to 15s. for 14½- to 15-pound selections. There will also be a certain quantity of large South African eggs offered on this market from London. These eggs, which are of very good quality, being fresh gathered and chilled during the voyage of approximately three weeks, will probably realize 17s. to 18s. It has been reported that some small purchases of one well-known brand of American cold-stored eggs have recently been made on the basis of 15s. c.i.f. for October shipment. Canadian storage eggs will usually bring more money than these, of course, but not more than Irish selected cold-stored candled and repacked. If Canadian exporters could offer at from 15s. 6d. c.i.f. up to say 16s., there might be some business, but high prices do not look probable at the moment. Should the market develop very strongly in October owing to unforeseen developments, there will no doubt be a better inquiry for Canadian eggs at advanced prices, but there is at present no sign of any shortage.

TRINIDAD AND ITS INDUSTRIES

ACTING TRADE COMMISSIONER R. T. YOUNG

Port of Spain, September 13, 1927.—As a centre of production, trade and transportation for the eastern West Indian Islands, British Guiana, Venezuela, and the islands of the north coast of South America, Trinidad holds an important position. The colony has been free of major political troubles, and because of its hilly country, which is readily accessible, the island is considered agreeable for the white population. These favourable conditions have placed the merchants of the colony in a strong position, while the little differences which are always bound to arise between producer and merchant have been to a large extent overcome by the latter more often than not investing in agriculture and thus becoming a producer himself.

The oil and asphalt industries have greatly contributed to the prosperity of the island, and as a result of these new industries the labour market has become competitive, the oilfields paying an average of 13 cents per hour for a 300-hour month as against 40 to 50 cents per day on the estates. This competition at first sight would appear to be serious, but due to the labourers' few requirements they are not so strongly influenced by the prospect of higher wages as a white population would be. The African is more suited physically to the hard work of the oilfields than the East Indian, and because the latter is traditionally associated with agricultural pursuits, no dearth of labour in the fields is experienced.

Sugar is the principal product of the colony, and a number of the smaller estates in the southern part of the island have amalgamated to form a group of which the principal is the "Usine Ste. Madeline." This mill is up-to-date in every respect. The annual average capacity is 25,000 tons, and production has gone as high as 29,000 tons. A refining plant is operated in connection with this factory, the Bach sulphitation and Suchar processes being used. Field methods are of a high standard, while sun hemp is grown between the rows of cane for green manure.

Cocoa was first cultivated in the island by the Spanish planters, who favoured the hill country, but was later extended by the British to the flat lands

from which it is now receding to the hills. Trinidad cocoa is noted for its quality and is used principally for blending purposes.

The cocoa is grown under the shade of the Immortelle, but this is not considered so essential where the hills give protection. One hundred acres of cocoa will yield 200 bags (165 pounds) cured beans (export bag, 200 pounds). The crop season is from October to June, and seedlings are potted for two seasons before being planted out. They begin to bear after five years, improve up to ten years, and are at full vigour up to sixty years. From formation of pod to picking 140 days elapse; the pod is then broken and the mucilage sweated off the beans in an eight-days' ferment in bins. The beans are then dried or "danced" and sorted for size and quality. Coffee is underplanted in the cocoa groves, and when in full maturity may produce from 100 to 125 bags to the 100 acres of cocoa land per year.

The fruit industry and its development has been much discussed in Trinidad, but there is still much room for improvement in the methods of cultivation. Considerable difference of opinion exists with regard to the artificial process of rendering oranges yellow, the typical orange being of course bright green unlike the subtropical yellow. It has been suggested that the West Indian orange be marketed as "The Emerald Orange of the West." Pineapples are grown, but with no great success, while in banana cultivation the smaller variety known locally as the "governor" is preferred to the larger or "canary." Recently the Trinidad Fruit Growers' Association was organized. A means has thus been provided for linking up with the other Caribbean Colonies and co-ordinating the fruit-growing industry.

In the oilfields several companies are operating, the principal of which is the Apex Company. The "cracking" process of fuel oil for obtaining gasoline is employed, and gives approximately 30 per cent gasoline. Some of the oil companies operating are controlled by the Central Mining Corporation of South Africa.

The famous Trinidad asphalt lake is leased by the Government to the Trinidad Lake Asphalt Operating Company, Limited, who pay royalties amounting to \$300,000 annually.

ECONOMIC CONDITIONS IN THE NETHERLANDS

TRADE COMMISSIONER A. B. MUDDIMAN

Rotterdam, September 28, 1927.—During the lethargic summer months trade is normally tranquil. General conditions have been on the whole favourable. It is stated in the press that the famous firm of L. Smit & Co. have acquired further interests in the renowned Rotterdam tug industry, and also that there is a possibility of a big margarine fusion between Anton Jurgens Limited margarine works and van den Bergh's. The ordinary Government revenues have again resulted in a considerable surplus compared with that of the previous year. Ordinary trading under holiday influence is quiet.

The foreign trade figures of the Netherlands for the period January to July inclusive of 1927 and 1926 as issued by the Rotterdam bank are:

	Imports Fl.	Exports Fl.
1927	1,440,033,164	1,055,964,157
1926	1,427,531,570	932,532,666

Recent trade with Germany shows a rise in exports. Imports of English goods appear to be still diminishing. Dutch exports to Great Britain, however, continue to be fairly normal. Contrary to the experience of previous years, there has been a slight excess of exports to France. Domestic exports to

the United States have decreased; imports remain stable. The colonial trade with the Dutch East Indies shows a fall in both exports and imports, due partly, it is said, to changes in the value of a number of the more important articles, and partly to the diminished sales of different goods imported.

DUTCH SHIPBUILDING

The following extract from the monthly review of the *Rotterdamsche Bankvereeniging* in regard to Dutch shipbuilding is of interest in view of the fact that this industry plays such an important part in the country's trade:—

Some anxiety has been felt of late in Dutch shipbuilding circles about the ability of Dutch dockyards to compete with foreign ones, as several orders for the building of ships had been placed with foreign companies. Thus Messrs. Erhardt & Dekkers ordered a ship of 7,800 tons to be built by the Clyde Shipbuilding and Engineering Company; van Nievelt Goudriaan & Co.'s *Stoomvaart Mij.* ordered two cargo steamers of 9,000 tons each with William Gray & Co., West Hartlepool; the *Koninklijke Nederlandsche Stoomboot Mij.* ordered two steamers of 3,500 tons each with the *Neptun-Werft* (shipbuilding yard), Hamburg; and two cargo steamers of 6,100 tons each were ordered to be built by the *Nüske & Co. A.G.*, Stettin, by the *Vereenigde Nederlandsche Scheepvaart My.* This company also ordered a 9,000-ton ship with P. Smit Jnr., which—except an order of the *Koninklyke Paketvaart Mij.* for two cargo steamers of 2,400 tons each, which was placed with the *N. V. Werft v/h Rybee*, and a few tank ships—was the only larger order given to a Dutch shipbuilding yard that is known to the public. This is partly attributed to the fact that the Dutch dockyards, which, in order to have their slips occupied, for several years have made very low offers, which when the order was accepted left them no margin of profit, yes, even sometimes resulted in an actual loss, had been forced to give up that practice. This in itself was a result of the extraordinary increase of the shipbuilding capacity of the dockyards during the war and immediately after it, which was noticeable not only in Holland but also abroad. In some countries the policy to accept orders at any price, which of late was abandoned by the Dutch shipbuilding companies, seems to be followed yet, while in certain cases getting of foreign orders is facilitated by special circumstances. In some circles it is pointed out that the 50-hour week in Dutch shipbuilding makes the cost higher than in other countries; but this is contradicted by the fact that, e.g. in England the work time is shorter and the wages are higher.

WHAT IS FULL CREAM CHEESE

The *Telegraaf*, of Amsterdam, one of the leading Dutch papers, reported on September 8, that, in view of the possibility being raised at the Eighth International Dairy Congress in England next year as to the guarantees required for full-cream cheese, a Dutch commission has been formed to investigate the following points:—

- (1) How high is the average percentage of fat in the dry material of market-ripe full-cream farmers' cheese?
- (2) Is a sufficient control possible of the statement—"expertly prepared from cream milk"?
- (3) What are the average prices paid in South Holland for full-cream farmers' cheese and in Friesland for 40-plus Gouda and full-cream Gouda?
- (4) Does 45-plus skimmed cheese taste different from non-skimmed 45-plus cheese obtained in another method?

INCREASED TRADE OF FEDERATED MALAY STATES

Official statistics supplied by the Commissioner of Trade and Customs, Federated Malay States, shows an increase in the value of both the import and export trade of the colony during last year. The total value of imports was \$173,887,724, which was an increase of nearly 27 per cent over the figure for 1925, while the products shipped from the colony at \$445,600,203 showed an increase of over 8 per cent. The direct trade of the Federated Malay States with the United Kingdom was valued at \$106,196,502, exceeding the value for 1925 by \$26,035,828. The United Kingdom, India, Sumatra, Siam, United States, Holland, France, Germany, and Italy were the principal sources of supply, and those purchasing exports United Kingdom, United States, France, Ceylon, Germany, Holland, Australia, and Italy.

THE ITALIAN SITUATION

TRADE COMMISSIONER JEAN J. GUAY

September 24, 1927.—The agricultural campaign has suffered during these last months to a great extent by the long-continued drought, and according to recent information published by the National Bank of Agriculture, hemp had to be harvested unmaturing, and olive groves, as well as maize and beet-root cultivation, have been somewhat damaged.

Vineyards look prosperous though also damaged by the lack of rain—a condition which has improved the quality of tomatoes to the detriment of the quantity. The one cultivation which has benefited from the dryness and heat of the season is rice, which on the whole is promising.

Revaluation of the lira has been the leitmotiv in the Italian economic situation during the last months. This movement is of course having its reaction in the business world, and industrial activity, which during the past year had shown signs of uneasiness and uncertainty, during the second quarter of the present year has gone through even greater difficulties than in the three previous months.

Manufacturing firms are facing considerable financial difficulties. The textile industry, and particularly the silk and cotton sections of that industry, have suffered most. Demand has contrasted in the artificial silk industry, and owing to a reduced home consumption the chemical industry is depressed and faces keen foreign competition which the revaluation of the lira has made more intense.

A progressive fall in costs of production as experienced in transportation of goods and in internal postage, together with a reduction in house and income taxes, indicate that the economic situation is readjusting itself to the increased value of the lira.

Though unemployment has tripled in May, 1927, as compared with May, 1925, it is restricted to narrow limits when the recent experiences of other and wealthier countries during a period of deflation and stabilization is borne in mind. During the period January to June, 1927, the number of unemployed dropped from 225,346 to 214,603, while from January to June, 1926, unemployed fell from 156,139 to 83,264; and in the same period of 1925 the fall was from 156,382 to 85,532.

The establishment of new joint-stock companies has been hampered by Government control and by depressed economic conditions. During the first six months of 1927, capital invested amounted to 904 million lire, or considerably lower than in the similar period of 1926 and 1925, when it was estimated at 2,542 and 4,476 million lire respectively. The State Budget shows that the financial year has again closed with a substantial surplus figured at 405 million lire. On June 15 a sum of 5 million dollars, or approximately 90 million lire, was paid over to the Treasury of the United States in settlement of the second instalment of the war debt annuity for the current year.

The following table shows the import and export figures for the first half of 1927 as compared with 1926:

	<i>Imports.</i>	
	Millions of Lire	
	1927	1926
January	2,046.8	1,947.8
February	1,961.7	2,241.3
March	2,161.6	2,417.1
April	1,920.3	2,459.6
May	1,828.1	2,473.2
June	1,985.3	2,689.7
Total	11,903.8	14,228.7

Exports.

	Millions of Lire	
	1927	1926
January	1,774.4	1,142.0
February	1,340.4	1,391.3
March	1,410.8	1,471.6
April	1,336.3	1,426.6
May	1,285.4	1,346.4
June	1,430.2	1,699.8
Total	8,577.5	8,477.7

The adverse trade balance for the half year stands at 3,923.3 million lire as compared with 5,751.0 million at the corresponding date in 1926.

The detailed figures available for the first six months of the current year indicate that a larger supply of raw sugar has been imported, together with larger quantities of prepared fish, cheese and hogs. In raw materials, a notable increase in imports of coal (5.2 million tons against 4.4 in the corresponding months of 1926) is noted, also of crude mineral oils, tins and timber.

Many typical Italian exports increased both in quantity and value over the period: for instance, fresh vegetables and citrus fruits, olive oil, marble, sulphur. Artificial silk shows the most conspicuous progress: exports in the first half of 1926 were estimated at 4,501,127 kg., and in the first half of 1927 at 8,171,045 kg.

The following table indicates that, among the less important markets for Italian products, Canada during the first quarter of 1927 held the first place in export relations with Italy.

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	Millions of Lire	
	Imports	Exports
Union of South Africa	51.9	24.2
Brazil	109.7	54.8
Canada	243.1	9.6
Rumania	111.5	83.3
Spain	46.5	55.6
Hungary	41.7	51.8
Greece	16.1	58.2
Egypt	76.7	88.1

According to detailed statistics just published by the Italian Bureau of Statistics, imports from Canada for the first five months of 1927 were as follows:

Imports.

	Lire
Codfish	15,786,196
Canned salmon	9,907,803
Wheat	292,603,568
Lead, in billets and scrap	1,131,200
Machines, implements and spare parts	388,600
Asbestos, raw	1,803,482
Lumber, raw and sawn	218,730
Copper sulphite	481,200
Medicinal herbs (trees and their parts)	64,390
Raw furs	1,048,400
Sulphite pulp	6,533,140
Others	429,130
	330,395,839

Exports.

The principal exports to Canada during the same period were as follows:

	Lire
Silk textile products	3,417,887
Hats	3,634,470
Woollen textiles and manufactures of	1,466,903
Cotton textiles, and manufactures of	1,392,030
Wines and vermouths	1,008,381
Essences of citrous fruits	599,362
Oranges, tangerins, lemons	477,640
Rice, cleaned	504,373
Linen, hemp and jute textiles, and manufactures of	999,444
Clocks	416,977
Artificial silk and waste	351,680
Cheese	323,941
Marble and alabaster works, finished	394,546
Citric acid	250,510
Tartaric acid	200,100
Almonds, nuts, hazel nuts	255,050
Olive oil	212,300
Buttons	247,644
Marble, raw	129,481
Others	2,541,334
	<hr/> 18,824,053

TRADE COMMISSIONERS ON TOUR

Three Trade Commissioners are at present undertaking tours of the Dominion in the interests of Canadian trade. These are Mr. Harrison Watson (London); Mr. G. B. Johnson (Scotland and Northern Ireland); and Mr. C. M. Croft (New Zealand). The following are the dates of their itineraries:—

Mr. Harrison Watson

Vancouver and Victoria October 10 to October 20

Mr. G. B. Johnson

Regina October 10 and October 11
 Moose Jaw October 12 and October 13
 Calgary October 15
 Vancouver October 23 to November 7

Mr. C. M. Croft

Montreal October 8 to October 16
 Toronto October 17 to October 18
 Ottawa October 19 to October 24
 Winnipeg October 26 to October 27
 Saskatoon October 28
 Vancouver October 30 to November 15

Canadian firms who desire to be brought in touch with the Trade Commissioners or to interview them are requested to communicate, in the case of Montreal, Toronto, Vancouver, and Victoria, with the Secretary of the Canadian Manufacturers' Association, and in that of the other cities included in the above itineraries with the secretary of the Board of Trade or the Chamber of Commerce.

INTERNATIONAL GROCERS' EXHIBITION IN LONDON

ACTING TRADE COMMISSIONER J. C. MACGILLIVRAY

London, September 24, 1927.—The Thirty-first Annual Exhibition and Market of the Grocery, Provision, and Italian Warehouse and Allied Trades has recently been concluded in this city. A survey of the exhibits reveals a very accurate cross-section of most of the branded lines of foodstuffs which are to be found on the shelves of the average retail grocer in England.

The exhibiting was done by the manufacturers and distributors of the various products, while the visitors consisted largely of the members of the

retail trade, with a generous infusion of the general public. Good results are reported by nearly all who participated, although it is difficult to select with any degree of accuracy any particular range of commodities which attracted special attention.

On the whole, the displays were confined to branded and proprietary articles, and canned and bottled goods were very much in evidence. Various methods were successfully used to stimulate the interest of those in attendance. These consisted of different types of window-dressing competitions, tea and coffee blending, the judging of cheese, and so on, all of which were open to grocers and their assistants.

The Empire Marketing Board participated officially in the exhibition, and in addition to operating a number of booths, this body conducted several window-dressing competitions in which only Empire products were used. Canadian commodities participated, and these tasteful groupings of the foodstuffs of the Empire received many favourable comments.

CANNED FRUITS AND VEGETABLES

In this section, what were undoubtedly the largest and most impressive displays were those of several large American packers who maintain branch offices in London. These were well arranged and managed and this was reflected in the general interest which was shown in them. Californian peaches and pears occupied the most prominent places among the articles shown, but there was a wide range of other canned fruits which included pineapples, apricots, cherries, fruit salad, apples, loganberries, raspberries, blackberries, strawberries, plums and greengages. The Californian canned fruits dominate the English market, and one or two of the better-known brands, backed by extensive national advertising, occupy an enviable position.

Apart from the American goods, there were several excellent exhibits by the domestic canners. These consisted of home-grown plums, cherries, and other small fruit, together with Californian-grown pears and peaches. These latter are imported in bulk and canned or bottled locally. The English fruit packer still uses glass jars and bottles very extensively in contrast to the tin container of his overseas competitor.

There was also an exhibit of Swiss grown-and-packed plums, greengages, cherries, and small fruits. These have become much better known in recent years.

Canned vegetables took a very secondary place compared with the fruits. Californian asparagus, which is popular in the British market, was frequently seen. The following other American vegetables were also on sale: spinach, peas, corn, tomatoes, beans, and beetroot. There was also a wide range of Swiss vegetables, while the principal Italian contribution was tomatoes.

American pork and beans attracted attention, and this article, which was unknown a few years ago, is now becoming comparatively popular. Tomato sauce and similar relishes were well represented by British and foreign makes.

CANNED FISH

There was a great variety of canned fish on view from practically all sources. Those of most interest to Canada are salmon and lobster, and while Canadian salmon and lobsters were both to be seen, they were outnumbered by their competitors—Alaskan and Siberian salmon and Japanese crabs.

While lobsters have been holding their own in the British market, sales have not been advancing. On the other hand, the imports of crab meat, which was unknown before the war, have increased enormously, and many consumers who formerly purchased lobster have now turned to the lower-priced crab.

Business done in canned crabs was reported to have been brisk, and with the imports still on the upward trend it is not improbable that they may make inroads on the lobster trade. It is of interest to note that the Japanese crabs are now being put up in quarter-pound tins.

In the salmon trade also, the sales of the foreign products have been increasing at the expense of Canadian fish. Owing to the enhanced price of sockeye, a substantial increase in the sale of the Alaska red was reported. The Siberian salmon is also making heavy inroads into the market. The large number of different brands which were exhibited was noticeable.

Canadian "salmon outlets" in flat oval tins are becoming popular with certain consumers, while one importer stated he was doing a considerable business in pinks in some working-class districts, although he was meeting strong Siberian competition.

It should be borne in mind that a large section of the trade in canned salmon is in the hands of several big American houses who deal in all varieties of canned goods.

Among the other canned fish which were exhibited were Californian pilchards, Norwegian "small fish", Southern European sardines, herrings, tuna fish, and South African crayfish. Most of these were in the cheaper lines.

DAIRY PRODUCE

New Zealand butter occupied what was probably the most prominent position in connection with the dairy products which were exhibited. There was one large stall under the auspices of the New Zealand Dairy Produce Board, and another run by a co-operative dairy company, while there was still more butter in the New Zealand Section of the Empire Marketing Board display. There were also exhibits of Irish, Australian, and domestic butter, and Dutch margarine.

English Cheshire cheese was prominent, as were several types of boxed crustless variety, and one brand of American pasteurized cheese. The New Zealand Dairy Produce Board also exhibited New Zealand cheddar type.

Canned milk was not prominent, although here again a well-known American brand was noticed.

MEATS

There were some six exhibits of home-cured York hams and Wiltshire sides, and the Irish Free State was also represented, as well as one American exporter. In canned meats, there was a wide range of corned beef, meat pastes and extracts.

GENERAL

There were very small quantities of honey on exhibition, and these consisted of the Australian and domestic products. Australian wines were well represented, while there was little done in confectionery outside of candied fruits. There were Irish and domestic eggs and, in the dried fruit lines, Australian raisins and currants were shown by several exhibitors, as was Italian macaroni.

In addition to the commodities dealt with, there were a large number of foodstuff specialties and other lines which are not produced in Canada. In summing up, it may be said that business was brisk and interest was generally expressed in all the products which Canada is able to supply to the British consumer.

TARIFF CHANGES AND CUSTOMS REGULATIONS

No Preferential Duty on Dried Fruits of Non-Empire Origin

ACTING TRADE COMMISSIONER J. C. MACGILLIVRAY

London, September 28, 1927.—The question has recently arisen as to whether or not certain dried fruits such as figs and prunes, grown in a foreign country and imported into Canada in a dried state for further processing, would be eligible for entry into the United Kingdom at the preferential rate of duty if 25 per cent of their value consists of Canadian labour and material and if they do not lose their identity as dried fruit.

When asked for a ruling, the Board of Customs and Excise wrote as follows:—

In order to qualify for Imperial preference, dried fruit imported into this country from a part of the British Empire must be shown to the satisfaction of the Board to be of Empire production. Dried fruit of non-Empire production processed in a part of the Empire and thence exported to this country would be ineligible for admission to preference.

The dried or otherwise preserved fruits which are dutiable on importation into the United Kingdom are currants, figs and fig cake, plums (commonly called French plums and prunelloes), plums dried or preserved not otherwise described, prunes and raisins. Plums include greengages, damsons, mirabelles and dried apricots.

Provided that sugar has not been added, the full rate of duty on currants is two shillings the hundredweight (112 pounds) and on the other dutiable dried fruit, seven shillings the hundredweight (112 pounds). When of Empire origin, under the Imperial preference, all of these fruits are admitted duty free.

Australian Restrictions on Import of Straw Packing

With reference to the article in *Commercial Intelligence Journal* No. 1236, October 8, 1927, page 509, on restrictions on importation of straw packing into Australia, Mr. C. Hartlett, of the office of the Canadian Trade Commissioner in Melbourne, advises that the Quarantine Proclamation in question has been issued owing to the danger of introducing foot-and-mouth disease into Australia.

Customs Regulations of Western Samoa

Mr. Paul Sykes, Assistant Canadian Government Trade Commissioner at Auckland, writes that the form of invoice and certificate of value and of origin prescribed for use by the New Zealand customs regulations is acceptable for shipments going to Western Samoa (mandated territory) in which there is a tariff preference also for Canadian goods.

Greek Decree Affecting Duty on Wheat and Flour

Mr. Jean J. Guay (Canadian Trade Commissioner at Milan) has forwarded copy of a Greek decree effective from August 29, 1927, reading in part as follows:

The value of the metallic drachma in corresponding bank notes for the collection of import, municipal, and other taxes on the following classes of the customs tariff is fixed equal to 14 paper drachmae: wheat and meslin (class 7a and 7b of tariff); flour of wheat, with or without bran (class 8a); bran in general (class 8c).

The basic duty on wheat entering Greece is 6 metallic drachmae per 100 kilogs. Under the former coefficient of 10, the duty became 60 paper drachmae and this under a coefficient of 14 becomes 84 paper drachmae. In addition to

the basic duties there are surtaxes of various kinds approximating 75 per cent of the basic duty. The equivalent duty in Canadian money including the surtaxes would be about \$1.95 per 100 kilogs (220 pounds).

According to previous advices the coefficient on wheat flour was already 14 (see *Commercial Intelligence Journal*, No. 1221, June 25, 1927, page 776), and the basic rate of duty 9 drachmae per 100 kilogs. It was proposed to increase the basic rate from 9 drachmae to 10.70 drachmae (see *Commercial Intelligence Journal* No. 1232; September 10, 1927, page 356). It is now stated that the decree fixing the flour duty at 10.70 metallic drachmae has not yet been published. The previous report, however, stated that the increased rate went into force as from August 29, 1927. The rate of 10.70 drachmae increased by surtaxes would be in Canadian money about \$3.50 per 100 kilogs (220 pounds).

Greek Regulations Affecting Quality and Acidity of Flour

Mr. J. C. Macgillivray, Acting Canadian Government Trade Commissioner in London, has forwarded a copy of a Greek decree dated August 2, 1927, regarding the ratification and modification of the legislative decree dated August 3, 1926, concerning the quality and acidity of flour. The new decree states that the legislative decree of August 3, 1926, is ratified and amended as follows:

Article 1.—Flour of first quality must have an acidity in sulphuric acid not exceeding 0.120 per cent and a gluten humidity not below 26 per cent.

Flour of second quality as well as flour mixed with bran must have an acidity not exceeding 0.160 per cent with an allowance up to 10 per cent during the three summer months, and a gluten humidity not below 26 per cent.

The flour should have a particularly agreeable smell and should taste neither bitter nor rancid.

As regards flour imported from abroad, and flour produced in local mills, in addition to the above clauses, the terms of Circular No. 47329/13929 and Chemical Laboratory Circular of 25th May, 1925, are in force.

The import of flour and the preparation of local flour and bread making not fulfilling the above conditions is prohibited.

Articles 2, 3, 4, 5, and 6 refer to the punishment for producing, importing, and using flour not fulfilling the above conditions or for adulterating flour.

Article 7.—Any clause contrary to the above conditions is hereby cancelled. Also any other particulars or regulations regarding the present decree shall be made by decree issued by the Ministry of Interior.

The new decree went into force as from the date of publication in the Official Gazette, which was August 10, 1927. Circular No. 47329/13929 and Chemical Laboratory Circular of May 25, 1925, mentioned in the new decree, gave notice that flour consumed, whether milled in Greece or imported, should meet the conditions prescribed hereafter.

The denomination "flour", not otherwise determined, means exclusively the product obtained from milling of the industrial wheat.

The product obtained from milling other cereals and pulse must be determined by the word "flour" accompanied by the denomination of the grain which was used in its preparation.

We distinguish many varieties and qualities of flour according to the kind of wheat and to the degree of milling. But, for the present, they may be classified into three qualities: first and second quality flour and pityroucho flour.

First quality flour shall have a maximum of 0.120 per cent sulphuric acidity; humid gluten not less than 26 per cent; ash not more than 0.60 per cent; hydration at least 66 per cent; and water not more than 13.5 per cent, or not more than 2 per cent of the water content of the wheat from which it was produced.

Second quality flour shall have a maximum of 0.150 per cent sulphuric acidity; humid gluten not less than 28 per cent; hydration at least 60 per cent; ash not more than 1 per cent; water not more than 13.5 per cent or not more than 2 per cent of the water content of the wheat from which it was produced.

Pityroucho flour, obtained by complete milling of the wheat, of which at least 9 per cent of bran shall be extracted, shall have a maximum of 0.150 per cent sulphuric acidity; humid gluten at least 26 per cent; ash not more than 1.30 per cent; water not more than 14 per cent or not more than 2 per cent of the water content of the wheat from which it was produced.

The flour ash is fixed at a maximum of 1.30 per cent provided that the pityroucho flour shall be produced by complete milling of the wheat and after abstraction of 9 per cent bran, viz. that the flour shall contain about 13 per cent bran.

If pityroucho flour offered for sale contains less bran, the ash shall be as much less than 1.30 per cent as the percentage of ash of the bran abstracted in excess of the above fixed ratio.

The odour of the flour shall be pleasant and its taste neither bitter nor rancid.

CONDITIONS IN COLOMBIA

There have recently been rapid developments in cotton-growing in the Republic of Colombia, says the *Manchester Guardian Commercial*. The country is well suited to this crop, a fine staple cotton being produced, but the low prices prevailing for last season's crop had discouraged planters. Cotton mills for the production of coarse goods had also been set up. Apart from cotton, there is an opening for engineering materials and fine chemicals, for which no market has yet been established.

The purchasing power of the people has risen rapidly. In 1918 imports per head of the population amounted to 18s., as compared with £2 18s. in 1926. Owing to the public works now being undertaken, the cost of which amounts to about 40 million dollars, labour is scarce and wages have accordingly increased. In 1923, imports into Colombia amounted to over 57 million dollars, rising to 111 millions in 1926. Exports also rose from about 60 million dollars in 1923 to 101 millions in 1926.

Colombia is the fourth largest buyer of Manchester goods in South and Central America. Exports include coffee, hides, bananas, platinum, gold, emeralds, silver, and oil.

TENDERS INVITED

New Zealand

Copies of plans and specifications have been received from Mr. Paul Sykes, Acting Canadian Trade Commissioner at Auckland, for equipment required by the Public Works Department, Wellington, as follows:—

Arapuni Electric Power Scheme

Section 260.—Three sets air break switches with operating gear including two sets only with earthing switches; one set choke coils; one steel structure complete with strain and post insulators, connections, connectors, tees and foundation bolts; spares, two post type insulators for air break switch.

Section 261.—One 2,250 k.v.a. main panel, iron clad, with instruments complete; one service transformer panel, iron clad, with three phase switch fuses and 15 k.v.a. transformer complete; one meter panel with k.v.a. and k.w. hour metering equipment complete. Tenders close January 17, 1928.

Section 254.—One 1,500 k.v.a. main panel, iron clad, with instruments complete; one service transformer panel iron clad, with three phase switch fuse and 15 k.v.a. transformer complete; one meter panel with k.v.a. and k.w. hour metering equipment complete. Tenders close January 24, 1928.

These plans and specifications are open for inspection at the Commercial Intelligence Service, Department of Trade and Commerce, Ottawa. Tenders should be addressed to the Secretary, Public Works Tender Board, Wellington, in accordance with these specifications.

TRADE INQUIRIES FOR CANADIAN PRODUCTS

Since the publication of the last *Commercial Intelligence Journal* there have been received the following inquiries for Canadian products. The names of the firms making these inquiries, with their addresses, can be obtained only by those specially interested in the respective commodities upon application to: "THE COMMERCIAL INTELLIGENCE BRANCH OF THE DEPARTMENT OF TRADE AND COMMERCE, OTTAWA," OR THE BOARDS OF TRADE AT ST. JOHN, HALIFAX, QUEBEC, SHERBROOKE, MONTREAL, TORONTO, WOODSTOCK, ST. MARY'S (ONT.), PORTAGE LA PRAIRIE, ST. BONIFACE (MAN.), WINNIPEG, VANCOUVER, NEW WESTMINSTER, AND PRINCE RUPERT; THE CHAMBERS OF COMMERCE AT BELLEVILLE, PETERBOROUGH, HAMILTON, ST. CATHARINES, STRATFORD, GUELPH, BRANTFORD, LONDON, ST. THOMAS, SARNA, AND VICTORIA (B.C.); THE CHAMBRE DE COMMERCE, DISTRICT OF MONTREAL; BORDER CHAMBER OF COMMERCE, WINDSOR; THE CANADIAN MANUFACTURERS' ASSOCIATION OFFICES AT TORONTO, MONTREAL, WINNIPEG, EDMONTON, VANCOUVER, AND VICTORIA; AND THE KITCHENER AND WATERLOO MANUFACTURERS' ASSOCIATION, KITCHENER (ONT.).

Foodstuffs

954. An agent in Vienna, Austria, wishes to act as representative in the Danubian countries for Canadian exporters of flour, butter, cheese, canned fish and meat, bacon, etc.

955. BUTTER.—A firm in Northern Ireland would like to get in touch with Canadian creameries. Would like samples and prices, and if satisfactory a good business could be established.

956. EGGS.—A London egg importer wishes to get in touch with reliable Canadian shippers of eggs.

957. CONDENSED MILK.—A firm of importers in Nassau, Bahamas, would like to get in touch with Canadian exporters of condensed milk with a view to representing them in that territory.

958. CANNED FISH.—A concern in Frankfurt-on-the-Main would like to represent Canadian exporters of canned salmon, canned lobsters, and canned pilchards.

959. FLOUR.—Firm of commission merchants in Nassau, Bahamas, are anxious to obtain a Canadian flour connection.

960. FLOUR.—An agent in Hamburg, Germany, well established in the trade in rice and sugar, desires to secure the representation of a Canadian flour-milling company for the sale of Canadian flour in Germany, Czechoslovakia, and the northern countries of Europe.

961. CEREALS.—Importers in Frankfurt-on-the-Main would like to hear from Canadian exporters of wheat, rye, barley, oats.

962. CEREALS.—Importer in Cologne would like to get in direct touch with Canadian exporters of wheat and rye.

963. GRAIN.—Antwerp importers desire c.i.f. Antwerp prices and samples of Canadian wheat, oats, barley, and rye.

Miscellaneous

964. SLAG.—Firm in Frankfurt-on-the-Main is desirous of hearing from Canadian exporters of slag and metal residues.

965. MUSICAL INSTRUMENTS.—A firm of commission agents in Nassau, Bahamas, would like to obtain the representation in that territory of Canadian manufacturers of musical instruments.

966. WOODENWARE; FOLDING STOOLS.—A West of England firm of importers desire quotations on softwood folding stools with back lath, seat 12 inches by 9 inches. Illustration on file.

967. DOWELS.—A Belfast firm want to get in touch with Canadian exporters of birch or maple wood dowels.

968. LUMBER.—A firm of lumber importers in Mexico desire to secure supplies of 3-ply or 5-ply mahogany veneer panels. Prices and terms of payment should be quoted in first letter.

969. BIRCH SPOOLWOOD AND BOBBINWOOD.—A Glasgow firm want to get in touch with a Canadian source of supply for spoolwood and bobbinwood.

970. TIN CUTTINGS.—A Genoa firm are desirous to import tin latten cuttings (new).

971. ELECTRICAL GOODS.—A firm of importers in Mexico City desire to secure representation for Canadian manufacturers of electrical goods, such as conduit and fittings, wiring devices, heating appliances, wires, lamp cords, etc. Exclusive agency arrangements are required, and it is expected that the manufacturers will be interested in meeting exporters' competition and give such backing as will be essential to securing satisfactory results.

FOREIGN EXCHANGE QUOTATIONS FOR THE WEEK ENDING OCTOBER 10, 1927

The Foreign Exchange Department of the Bank of Montreal has furnished the following statement of the nominal closing quotations for all the principal exchanges for the week ending October 10, 1927. Those for the week ending October 3, 1927, are also given for the sake of comparison.

Country	Monetary Unit	Parity	Week Ending October 3, 1927	Week Ending October 10, 1927
Britain	£	\$1.86 $\frac{3}{4}$	\$1.8629	\$1.8665
Belgium	Belga	.1390	.1391	.1391
Czecho-Slovakia	Krone	.20263	.0296	.0296
Finland	Mark	.0252	.0252	.0252
France	Fr.	.1930	.0392	.0392
Holland	Florin	.4020	.4005	.4008
Italy	Lire	.1930	.0545	.0546
Spain	Pes.	.1930	.1742	.1743
Portugal	Esc.	1.0805	.0505	.0500
Switzerland	Fr.	.1930	.1928	.1926
Germany	Reichs Mk.	.2382	.2380	.2383
Greece	Dr.	.1930	.0133	.0133
Norway	Kr.	.2680	.2630	.2638
Sweden	Kr.	.2680	.2687	.2690
Denmark	Kr.	.2680	.2675	.2677
Austria	Schilling	.1407	.1412	.1412
Japan	Yen	.4985	.4660	.4655
Siam	Tical	.3709	.4500	.4500
India	Rupee	.3650	.3650	.3656
United States	\$	1.0000	.9990	.9989
Mexico . . . . .	\$	.4985	.4785	.4780
Argentine Rep.	Peso (Paper)	.4244	.4280	.4280
Brazil	Mil.	.5462	.1190	.1190
Jamaica	£	4.86 $\frac{3}{4}$	4.8600	4.8600
British Guiana	\$	1.0000	1.00 $\frac{5}{8}$ —1.01 $\frac{7}{8}$	1.00 $\frac{5}{8}$ —1.02
Barbados	\$			
Trinidad	\$			
Dominica	\$			
St. Kitts	\$			
Grenada	\$			
St. Vincent	\$			
Tobago	\$	4.8665	.6156	.6225
China	Taël			
Batavia, Java	Guilder			
Peru	Libra			
Singapore, Str. Settlement . . . . .	\$		.5625	.5625

PROPOSED SAILINGS FROM CANADIAN PORTS

(The sailing dates are approximate and subject to change without notice)

From Montreal

To ANTWERP.—Canadian Raider, Oct. 22; Canadian Rancher, Nov. 1; Canadian Aviator, Nov. 11—all C.G.M.M.

To AVONMOUTH.—Oxonian, Oct. 22; Huronian, Nov. 5—both White Star-Dominion; Salacia, Oct. 29; Concordia, Nov. 12—both Cunard Line.

To BELFAST, LONDONDERRY, CORK AND DUBLIN.—Dunaff Head, Head Line, Oct. 23.

To CARDIFF AND SWANSEA.—Canadian Commander, Oct. 21; Canadian Leader, Nov. 4—both C.G.M.M.

To GLASGOW.—Metagama, Canadian Pacific, Oct. 27; Carmia, Oct. 14; Letitia, Oct. 21; Gracia, Oct. 28; Athenia, Nov. 4; Carmia, Nov. 11—all Cunard Line.

To HULL.—Cominio, Oct. 25; Bay State, Nov. 8—both Furness Line.

To LIVERPOOL.—Montcalm, Oct. 21; Minnedosa, Oct. 28; Montclare, Nov. 4; Montrose, Nov. 11—all Canadian Pacific; Albertie, Oct. 22; Regina, Oct. 29; Megantic, Nov. 5; Doric, Nov. 12—all White Star-Dominion; Andania, Cunard Line, Nov. 11.

To LONDON.—Canadian Raider, Oct. 22; Canadian Rancher, Nov. 1; Canadian Aviator, Nov. 11—all C.G.M.M.; Alaunia, Oct. 21; Ausonia, Oct. 28; Antonia, Nov. 4; Ascania, Nov. 11—all Cunard Line; Bolingbroke, Oct. 22; Bosworth, Oct. 29; Brecon, Nov. 5; Berwyn, Nov. 12—all Canadian Pacific; Comino, Oct. 25; Bay State, Nov. 8—both Furness Line.

To MANCHESTER.—Manchester Regiment, Oct. 20; Manchester Commerce, Oct. 27; Manchester Producer, Nov. 3; Manchester Citizen, Nov. 10—all Manchester Liners.

To NEWCASTLE AND LEITH.—Cairnglen, Oct. 20; Cairnesk, Oct. 29; Cairnmona, Nov. 5; Cairnvalona, Nov. 12—all Thomson Line.

To HAMBURG.—Cairnglen, Oct. 20; Cairnrowan, Nov. 3—both Thomson Line; Brant County, Oct. 27; Queens County, Nov. 5—both County Line; Bosworth, Oct. 29; Berwyn, Nov. 12—both Canadian Pacific.

To HAVRE.—Grey County, Oct. 20; Laval County, Nov. 9—both County Line.

To ROTTERDAM.—Hada County, Oct. 21; Porsanger, Nov. 10—both County Line.

To COPENHAGEN AND BALTIC PORTS.—Nevada, Oct. 20; Ivar, Oct. 25; Maine, Nov. 5; Pennsylvania, Nov. 15—all Scandinavian-American Line.

To ITALIAN PORTS.—Val steamer, Lloyd Mediterraneo Italian Service, Oct. 25.

To SOUTH AND WEST AFRICAN PORTS.—Calgary, Elder Dempster, Nov. 15.

To SOUTH AMERICAN PORTS.—A steamer, Canadian-South American Line, Oct. 25.

To AUSTRALIAN PORTS.—Canadian Transporter, Oct. 22; Canadian Constructor, Nov. 12; Gilsa, New Zealand SS., Oct. 22.

To NEW ZEALAND PORTS.—Gilsa, New Zealand SS., Oct. 22; Canadian Seigneur, C.G.M.M., Oct. 25.

To ST. KITTS, ANTIGUA, BARBADOS, TRINIDAD AND DEMERARA.—Canadian Otter, Oct. 20; Canadian Runner, Nov. 3 (calls at Guadeloupe)—both C.G.M.M.

To BERMUDA, BAHAMAS, JAMAICA AND BRITISH HONDURAS.—Canadian Forester, C.G.M.M., Oct. 26.

To ST. JOHN'S, Nfld. (via CHARLOTTETOWN).—Canadian Sapper, C.G.M.M., Nov. 3; Farnham, Oct. 26; Copthorne, Nov. 8—both Canadian Steamship Lines.

To CORNERBROOK, Nfld.—New Northland, Oct. 26, Nov. 9; Nayarit, Oct. 31—both Clarke SS. Co.

From Quebec

To ANTWERP AND SOUTHAMPTON.—Montnairn, Oct. 19; Montroyal, Nov. 2; Montnairn, Nov. 16—all Canadian Pacific.

To SOUTHAMPTON.—Empress of Scotland, Canadian Pacific, Oct. 26.

From St. John

To BERMUDA, ST. KITTS, ANTIGUA, MONTSERRAT, DOMINICA, ST. LUCIA, BARBADOS, ST. VINCENT, TRINIDAD AND DEMERARA.—Canadian Skirmisher, Oct. 22; Canadian Carrier, Nov. 5—both C.G.M.M.

From Halifax

To BORDEAUX AND VIGO (SPAIN).—Chicago, French Line, Nov. 20.

To LIVERPOOL.—Newfoundland, Furness, Withy, Oct. 26.

To MANCHESTER.—Manchester Brigade, Furness, Withy, Oct. 17.

To ST. JOHN'S, Nfld.—Newfoundland, Furness, Withy, Oct. 26; Silvia, Oct. 25; Nerissa, Oct. 18, Nov. 1—both Red Cross Line; Magna, Newfoundland-Canada Traders, Oct. 26.

To EAST COAST NEWFOUNDLAND PORTS.—Magna, Newfoundland-Canada Traders, Oct. 26.

To SOUTH COAST NEWFOUNDLAND PORTS AND ST. PIERRE-MIQUELON.—Pro Patria, French Mail Service, Oct. 25, Nov. 8.

To BERMUDA, ST. KITTS, NEVIS, ANTIGUA, MONTSERRAT, DOMINICA, ST. LUCIA, BARBADOS, ST. VINCENT, GRENADA, TRINIDAD AND DEMERARA.—Canadian Volunteer, Oct. 21; Canadian Skirmisher, Nov. 4—both C.G.M.M.; Ottar, Pickford & Black, Oct. 27.

To SANTIAGO (CUBA) AND KINGSTON (JAMAICA).—Andalusia, Oct. 19; Caledonia, Nov. 2—both Pickford & Black.

From Vancouver

To YOKOHAMA, KOBE, NAGASAKI, SHANGHAI, HONG KONG AND MANILA.—Empress of Canada, Nov. 3; Empress of Russia, Nov. 19—both Canadian Pacific.

To YOKOHAMA, KOBE AND DAIREN.—Africa Maru, Oct. 18; London Maru, Oct. 20; Arabia Maru, Oct. 24—all Osaka Shosen Kaisha.

To YOKOHAMA, KOBE, MIKE AND HONG KONG.—Talthybius, Oct. 18; Achilles, Nov. 8—both Blue Funnel.

To HONOLULU, SUVA, AUCKLAND AND SYDNEY.—Aorangi, Canadian-Australasian Service, Nov. 16.

To HAVRE, ANTWERP AND BORDEAUX.—Oklahoma, Oct. 28; Montana, Nov. 6—both Cie. Gle. Transatlantique.

To MARSEILLES, BARCELONA, GENOA, LEGHORN, NAPLES, VENICE AND TRIESTE.—Fella, Navigazione Libera Triestina, Oct. 29.

To MANCHESTER.—Pacific Reliance, Furness (Pacific) Ltd., Oct. 28.

To LONDON, HAMBURG, ROTTERDAM AND ANTWERP.—Eemdyk, Oct. 30; Noorderdyk, Nov. 20—both North Pacific Coast Line.

To LIVERPOOL, SOUTHAMPTON, LONDON AND ROTTERDAM.—Loch Gail, Oct. 21; Cardigan-shire, Nov. 4—both North Pacific Coast Line.

To LIVERPOOL, LONDON AND HULL.—City of Evansville, Ellerman & Bucknall SS., Oct. 21.

To BRISBANE, SYDNEY, NEWCASTLE, MELBOURNE AND ADELAIDE.—Roxen, Australian Service, Oct. 25.

To CUBA, TRINIDAD AND GUADELOUPE.—Dieto, Canadian Transport Co., early November.

LISTS OF ACTS ADMINISTERED AND PUBLICATIONS ISSUED BY THE DEPARTMENT OF TRADE AND COMMERCE

Applications for these Acts of Parliament and other publications in this list, together with remittances for the same, should be addressed to the King's Printer, Government Printing Bureau, Ottawa, marked "Attention Chief Clerk of Distribution".

Copper Bars and Rods Bounty Act. Copyright Act.
Electricity and Fluid Exportation Act. Electricity Inspection Act.
Electric Units Act. Gas Inspection Act. Gold and Silver Marking Act.
Grain Act. Hemp Bounty Act. Inland Water Freight Rates Act.
Patent Act. Statistics Act. Trade Mark and Design Act.
Timber Marking Act. Inspection of Water Meters Act.
Weights and Measures Inspection Act.

MISCELLANEOUS

Annual Report of the Department of Trade and Commerce. (Price 10 cents.)
Annual Report of the Board of Grain Commissioners for Canada. (Price 25 cents.)
Annual Report of Weights and Measures, Electricity and Gas. (Price 10 cents.)
Canada-British West Indies-Bermuda-British Guiana-British Honduras Trade Agreement (1925). (Price 10 cents.)
Canada West Indies Conference (1920). (Price 25 cents.)
Canada-West Indies Conference Report, (1925). (Price \$1.)
Dominion Grain Research Laboratory (1920). (Price 10 cents.)
Electrical Standards and their application to Trade and Commerce.
Final Report of the Fuel Controller (1920).
Grain Inspection in Canada (1914). (Price 25 cents.)
List of Licensed Elevators, etc. (Price 50 cents.)
Motion Pictures, Catalogue of. (Price 10 cents.)
Pan-Pacific Commercial Conference (1923). (Price 10 cents.)

PUBLICATIONS OF THE COMMERCIAL INTELLIGENCE SERVICE

NOTE.—Publications of the Commercial Intelligence Service are free to subscribers to the Commercial Intelligence Journal.

Commercial Intelligence Journal Weekly (In English and French), containing Reports of Trade Commissioners and other Commercial Information. Annual Subscription: In Canada, \$1; single copies, 5 cents. Outside Canada \$3.50; single copies, 10 cents.
Chinese Markets for Canadian Products (1919). (Price 25 cents.)
Denmark as a Market for Canadian Products (1926). (Price 25 cents.)
German War and its Relation to Canadian Trade (1914). (Price 25 cents.)
Indian Empire as a Market for Canadian Products (1922). (Price 25 cents.)
Lumber Market of Japan (1925). (Price 25 cents.)
Markets of British Malaya (1923). (Price 25 cents.)
Markets of Jamaica and the Republic of Colombia, Venezuela and Panama (1922). (Price 25 cents.)
Peru as a Market for Canadian Products (1926). (Price 25 cents.)
Report of Special Trade Commission to Great Britain, France and Italy. (French and English) 1916). (Price 25 cents.)
Representation in British and Foreign Markets (1923). (Price 25 cents.)
Republic of Chile: Its Economic Condition and Trading Opportunities (1923). (Price 25 cents.)
Russian Trade (1916). (Price 25 cents.)
Trade after the War (1916). (Price 25 cents.)
Timber Import Trade of Australia (1917). (Price 25 cents.)
Trade between Canada and the British West India Colonies (1920). (Price 25 cents.)
Trade of the New Countries of Southeast Europe (1921). (Price 25 cents.)
Trading Opportunities in Scandinavia (1922). (Price 25 cents.)
Trading with Egypt (1921). (Price 25 cents.)
Trading with Greece (1921). (Price 25 cents.)
Trade with South China (1918). (Price 25 cents.)
Trading with Spain (1920). (Price 25 cents.)
Toy Making in Canada (1916). (Price 25 cents.)
West Africa and its Opportunities for Canadian Trade (1921). (Price 25 cents.)

PUBLICATIONS OF THE DOMINION BUREAU OF STATISTICS

The following is an abbreviated list of publications of the Bureau of Statistics.

Census of Canada.
Census of Prairie Provinces (1916).
Miscellaneous Statistics respecting the following: Criminal; Education; Finance (Provincial and Municipal); Transportation, including railways and tramways, express, telegraphs, telephones water, etc.; Production, including agriculture, furs, fisheries, forestry, mining and manufactures: Vital (annual and monthly).
Monthly Bulletin of Agricultural Statistics
Sixty Years of Canadian Progress (1927). (Price 10 cents.)
Year Book of Canada.
Report of the Dominion Statistician, Annual.
Trade of Canada (Imports and Exports), Annual and Monthly.
Trade (Internal), including grain, live stock, coal prices, etc.

COMMERCIAL INTELLIGENCE SERVICE

CANADIAN TRADE COMMISSIONERS

Argentine Republic

E. L. McColl, Reconquista No. 46, Buenos Aires. *Cable Address, Canadian.*

Australia

D. H. Ross. Address for letters—Box 196C, G.P.O., Melbourne. Office—Safe Deposit Building, Melbourne. *Cable Address, Canadian.*

Commercial Agent: B. Millin, The Royal Exchange Building, Sydney, N.S.W.

Belgium

Yves Lamontagne, 98 Boulevard Adolphe Max, Brussels. *Cable Address, Canadian.*

Brazil

A. S. Bleakney. Address for letters—Caixa Postal 2164 Rio de Janeiro; office, Avenida Rio Branco, 9. *Cable Address, Canadian.*

British West Indies

R. T. Young, Acting Trade Commissioner. Address for letters—P.O. Box 125, Port of Spain, Trinidad. Office, Colonial Bank Building. (Territory includes Barbados, Windward and Leeward Islands, British Guiana Porto Rico and Venezuela). *Cable Address, Canadian.*

P. W. Cook. Address for letters—P.O. Box 225, Kingston, Jamaica. Office—Jamaica Mutual Life Insurance Building. (Territory covers Jamaica, Cuba, Hayti, San Domingo, Central American States, Colombia, Bermuda and the Bahamas.) *Cable Address, Cantracom.*

China

L. M. Cosgrave. Address for letters—P.O. Box 300. Office—North China Daily News Building, 17 The Bund, Shanghai. *Cable Address, Cancoma.*

France

Hercule Barré, 17 and 19 Boulevard des Capucines, Paris. *Cable Address, Cancomac.*

Germany

L. D. Wilgress, Gutrufhaus, Neuerwall 10, Hamburg 36. *Cable Address, Mapleleaf.* (Territory covers Germany, Russia; the countries on the eastern shore of the Baltic, Poland and Czecho-Slovakia.)

Holland

A. B. Muddiman, Beursplein 26B, Rotterdam. (Territory includes the Rhine valley.) *Cable Address, Canadian.*

India and Ceylon

H. R. Poussette, P.O. Box 2003, office, Sassoon House, 4 Lyons Range, Calcutta. *Cable Address, Canadian.*

Irish Free State

F. W. Fraser, 66 Upper O'Connell street, Dublin. *Cable Address, Canadian.*

Italy

Jean J. Guay, Via Manzoni Nr. 5—Milan (2). *Cable Address, Canadian.*

Japan

J. A. Langley. Address for letters, P.O. Box 230. Office, Room No. 2, Meikai Building, Kobe. *Cable Address, Canadian.*

Mexico

C. Noel Wilde. Address for letters, Apartado Num. 126-bis, Mexico City. Office, Edificio Banco de Londres y Mexico, Num. 30. *Cable Address, Cancoma.*

Netherlands East Indies

R. S. O'Meara, P.O. Box 84, Batavia, Java. (Territory includes Straits Settlements, Federated Malay States, Indo-China, and Siam.) *Cable Address, Canadian.*

New Zealand

C. M. Croft. Address for letters, P.O. Box 33, Auckland. Office, Union Buildings, Customs street, Auckland. *Cable Address, Canadian.*

South Africa

G. R. Stevens, P.O. Box 683. Office, Westminster House, Adderly street, Cape Town. *Cable Address, Cantracom.*

United Kingdom

Harrison Watson, Canadian Building, Trafalgar Square, London, S.W. 1, England. (Territory covers Home Counties, South-Eastern Counties and East Anglia.) *Cable Address, Sleighing, London.*

J. Forsyth Smith, Fruit Trade Commissioner, Century Bldgs., 31 North John Street, Liverpool. *Cable Address, Canfrucum.*

Harry A. Scott, Trade Commissioner, Century Bldgs., 31 North John Street, Liverpool. (Territory covers North of England, Lincolnshire, North Midlands and North Wales.) *Cable Address, Cantracom.*

Douglas S. Cole, Sun Building, Clare street, Bristol. (Territory covers West of England, South Wales and South Midlands). *Cable Address, Canadian.*

Gordon B. Johnson, 87 Union street, Glasgow, Scotland. (Territory covers Scotland and Northern Ireland.) *Cable Address, Cantracom.*

United States

Frederic Hudd, 44 Whitehall street, New York City. *Cable Address, Cantracom.*

NOTE.—Bentley's Complete Phrase Code is used by Canadian Trade Commissioners.

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Commercial Intelligence Journal

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UNIVERSITY OF TORONTO

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Deputy Minister: F. C. T. O'Hara

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Ottawa, October 22, 1927

No. 1238

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TRADE COMMISSIONERS ON TOUR

Three Trade Commissioners are at present undertaking tours of the Dominion in the interests of Canadian trade. These are Mr. Harrison Watson (London); Mr. G. B. Johnson (Scotland and Northern Ireland); and Mr. C. M. Croft (New Zealand). The following are the dates of their itineraries:—

Mr. Harrison Watson

Toronto..	October 26 to November 5
Hamilton..	November 7 to November 9
Brantford..	November 10 and November 11
St. Catharines..	November 12
Windsor..	November 14 and November 15
London..	November 16 and November 17

Mr. G. B. Johnson

Vancouver..	October 23 to November 7
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Mr. C. M. Croft

Ottawa..	October 19 to October 24
Winnipeg..	October 26
Edmonton..	October 29
Vancouver..	October 30 to November 15

Canadian firms who desire to be brought in touch with the Trade Commissioners or to interview them are requested to communicate, in the case of Montreal, Toronto, Vancouver, and Victoria, with the Secretary of the Canadian Manufacturers' Association, and in that of the other cities included in the above itineraries with the secretary of the Board of Trade or the Chamber of Commerce.

EXPORTS FROM CANADA TO THE UNITED STATES OF PRINCIPAL COMMODITIES PRODUCED ON CANADIAN FARMS, OR MANUFACTURED DIRECTLY FROM SUCH FARM PRODUCTS, DURING THE MONTH AND TWELVE MONTHS ENDED SEPTEMBER 1921, 1922, 1926 and 1927: WITH UNITED STATES TARIFF RATES IN FORCE

(COMPILED BY THE EXTERNAL TRADE BRANCH, DOMINION BUREAU OF STATISTICS; AND THE FOREIGN TARIFFS DIVISION)

Commodities	Month of September				Twelve Months ended September				United States Tariff Rates in Force		
	1921	1922	1926	1927	1921	1922	1926	1927	Prior to May 27, 1921	From May 27, 1921 to Sept. 21, 1922	Subsequent to Sept. 21, 1922
Animals (except for improvement of Stock)—											
Cattle.....	15,425	56,315	13,615	33,141	247,106	294,032	150,512	194,039	.....	.....	.....
Horses.....	306,677	1,345,105	423,519	1,382,483	15,277,621	4,699,358	4,620,863	6,639,406	Free	30 p.c.	(a)
Poultry.....	58,663	16,100	2,930	7,710	540,283	390,388	149,187	61,084	.....	.....	(b)
Sheep.....	118,580	84,827	104,054	81,912	836,647	734,378	1,005,091	734,764	10 p.c.	.....	.....
.....	100,920	60,840	71,652	55,457	869,980	704,347	833,126	697,770	1c. per lb.	1c. per lb.	3c. per lb.
.....	23,991	31,002	1,491	1,434	160,527	102,113	29,544	17,408	.....	(c)	.....
.....	120,785	207,505	11,471	14,111	1,305,735	595,267	232,552	131,951	Free	.....	\$2 per head
Fruits—											
Apples, green or ripe.....	76,524	9,534	6,136	3,740	105,157	403,324	34,336	28,123	.....	.....	.....
Apples, dried.....	315,697	34,781	32,943	13,915	441,297	2,037,558	170,441	138,482	10c. bu. 50 lb.	30c. bu.	25c. bu. 50 lb.
.....	182,120	.....	.....	.....	182,120	658,754	.....	.....	1c. per lb.	1c. per lb.	2c. per lb.
.....	15,680	.....	.....	.....	15,680	76,092	.....	.....	1c. per qt.	1c. per qt.	14c. per lb.
Berries, fresh.....	41,455	70,824	139,448	136,304	291,792	365,594	436,762	457,168	.....	.....	.....
Grains—											
Barley.....	.....	.....	.....	.....	1,306	16,629	5,348	3,840	.....	.....	.....
Beans.....	.....	.....	.....	.....	992	12,172	2,850	2,010	15c. bu. 48 lb.	15c. bu. 48 lb.	20c. bu. 48 lb.
Buckwheat.....	.....	.....	.....	.....	3,952	9,855	58,156	11,907	.....	.....	.....
Oats.....	.....	.....	.....	.....	14,714	35,955	160,719	52,519	25c. bu. 60 lb.	2c. lb.	14c. lb.
Peas, whole.....	.....	.....	.....	.....	251,635	99,566	601,133	51,984	Free	Free	10c. per 100 lb.
Peas, split.....	.....	.....	.....	.....	297,860	83,683	40,266	56,422	.....	.....	.....
.....	41,134	43,431	72,842	110,697	2,863,263	2,123,346	567,283	595,422	.....	.....	.....
.....	20,279	20,739	31,316	53,300	1,390,035	1,006,195	248,228	298,252	6c. bu. 32 lb.	6c. bu. 32 lb.	15c. bu. 32 lb.
.....	22,422	26,774	2,651	2,092	102,131	179,280	91,848	91,848	.....	.....	.....
.....	750	21	.....	.....	391,767	374,328	431,519	227,370	10c. bu. 60 lb.	10c. bu. 60 lb.	1c. lb.
.....	3,948	1,142	.....	.....	8,030	14,451	783	58	.....	.....	.....
.....	3,802	603	.....	.....	20,201	54,201	1,671	400	30c. bu. 60 lb.	30c. bu. 60 lb.	14c. lb.
.....	195,183	815,033	354,694	129,118	314,612	86,366	7,561	3,827	Free	Free	15c. bu. 56 lb.
.....	289,864	827,485	472,451	181,266	506,653	16,588,019	9,763,708	7,403,845	.....	.....	.....
.....	.....	.....	.....	.....	47,930,265	19,665,028	13,357,645	10,034,864	Free	35c. per bush.	42c. bu. 60 lb.
Grain Products—											
Bran, shorts and middlings.....	410	223,161	170,026	142,517	1,290,435	545,408	2,439,315	1,330,250	.....	.....	(d)
Wheat Flour.....	488	202,454	211,284	210,591	1,866,271	544,203	3,019,395	1,878,499	.....	.....	(e)
.....	4,554	55,108	1,281	441	727,853	18,373	6,664	47,066	(e)	20 p.c.	1-04 p. 100 lb.
.....	40,470	339,178	8,899	3,036	12,177,553	4,607,596	130,625	45,486	Free	.....	2c. per lb.
Meats—											
Bacon, hams, shoulders and sides.....	72	73	1,141	2,875	2,801	1,918	12,166	45,486	.....	.....	.....
Beef, fresh, chilled or frozen.....	2,850	2,415	44,983	107,023	102,602	404	456,624	1,242,614	Free	25 p.c.	2c. per lb.
.....	18,499	30,266	21,400	61,389	256,231	206,608	143,626	289,474	.....	.....	.....
.....	225,941	357,421	248,540	805,846	3,551,673	2,336,404	1,786,056	3,841,872	Free	2c. per lb.	3c. p. lb. (g)

Mutton and lamb, fresh, chilled or frozen.....	Cwt.	9,823	16,255	3,238	4,350	55,525	77,704	21,292	12,394	.....	2c. per lb.	(h)
Pork, fresh, chilled or frozen.....	Cwt.	169,834	394,075	81,862	94,483	1,298,113	1,463,031	526,222	277,529	Free	2c. per lb.	(h)
Pork, dry-salted and pickled.....	Cwt.	8,008	2,869	160,526	6,332	226,421	153,938	1,169,028	2,887,423	Free	2c. per lb.	.....
Poultry, dressed or undressed.....	Cwt.	.....	6	172	640	1,222	335	345	13,753	Free	25 p.c.	.....
Other meats, including canned meats, but excluding extracts.....	Cwt.	.....	100	4,894	12,244	15,751	2,151	6,735	322,190	Free	25 p.c.	.....
Milk and milk products—	Cwt.	.....	72	784	358	482,666	725,276	289,169	321,952	2c. per lb.	2c. per lb.	.....
Butter.....	Ib.	141,988	1,266	4,534	9,285	17,314	13,399	26,785	99,007	Free	25 p.c.	.....
Cheese.....	Ib.	47,463	56,400	50,536	78,354	292,445	171,887	362,786	971,375	Free	25 p.c.	.....
Cream.....	Gal.	1,008,200	1,008,200	1,008,200	1,008,200	1,008,200	1,008,200	1,008,200	1,008,200	2c. per lb.	6c. per lb.	.....
Milk, fresh.....	Gal.	191,639	202,919	554,810	112,268	89,822	1,063,076	1,579,700	17,126,500	2c. per lb.	12c. per lb.	(i)
Milk, condensed, including milk powder.....	Gal.	301,541	321,538	946,360	839,395	1,256,313	1,888,022	4,193,050	2,997,591	20 p.c.	23 p.c.	(j)
Seeds—	.....	.....	.....	.....	.....	.....	.....	.....	.....	Free	5c. gal. (k)	.....
Clover seed, alsike.....	Bush	11,704	345,760	495,400	7,386	10,712,190	2,065,286	8,471,800	6,303,786	Free	2c. gal. (k)	2c. gal. (k)
Clover seed, alfalfa and red.....	Bush	102,811	55,620	38,696	58,168	1,817,903	245,848	993,973	695,464	Free	2c. per lb.	1c.—3c. lb.
Clover seed, other.....	Bush	534	55,576	226	965	91,201	153,153	156,519	72,154	Free	Free	4c. per lb.
Flaxseed.....	Bush	3,827	15,438	757	707	27,898	75,037	725,512	89,170	Free	Free	4c. per lb.
Grass seed.....	Bush	943,886	58,970	100,000	199,693	113,873	62,837	204,138	1,021,748	Free	Free	.....
Potatoes.....	Bush	3,881	11,794	145	7,084	447,707	256,472	2,624,041	688,816	Free	Free	(l)
Sugar beets.....	Ton	11,417	4,342	756	20,675	212,764	68,285	5,084,163	3,038,455	Free	Free	.....
Turnips.....	Bush	103,345	2,221	79,979	21,852	2,689,382	1,703,440	4,981,568	6,719,784	Free	Free	2c. per lb.
Miscellaneous Products—	.....	.....	.....	.....	.....	.....	.....	.....	.....	Free	Free	.....
Eggs.....	Doz.	72,064	93,376	102	330	336,740	331,300	68,782	36,427	Free	Free	8c. per doz.
Flax.....	Ton	425	30,203	40	126	162,220	131,588	27,205	16,502	Free	Free	.....
Maple sugar.....	Ib.	5,625	8,491	99,278	4,127	69,772	2,383	420,046	173,981	Free	Free	.....
Tallow.....	Cwt.	285,465	171,462	77,457	42,308	1,458,147	44,525	3,987,346	1,839,861	\$2 ton 2,240 lb.	\$2 ton 2,240 lb.	.....
Wool.....	Ib.	20,100	36,912	17,998	225,154	1,837,523	3,991,349	4,673,046	6,135,566	3c. per lb.	3c. per lb.	.....
Total value of above commodities.....	\$	3,368,414	5,349,905	3,915,464	5,584,643	159,498,263	55,252,789	62,395,691	64,427,474	.....	.....	.....

(a) Cattle weighing less than 1,050 pounds, 14c. per lb.; 1,050 pounds or over, 2c. per lb. (b) Horses valued at not more than \$150 each, \$30 per head; more than \$150 each, 20 per cent; (c) Sheep, one year old or over, \$2 per head; less than one year old, \$1 per head. (d) Prior to April 6, 1924, 30c. per bush. (e) Prior to May 27, 1921, and from May 27, 1921, to September 21, 1922, free, if wheat products, but otherwise apparently 15% ad. val.; from September 21, 1922, to April 6, 1924, 15% ad. val.; subsequent to April 6, 1924, if from wheat 7 1/2% ad. val.; if from other cereals, 15% ad. val. (f) Prior to April 6, 1924, 75c. per 100 lb. (g) Applies to particular meat in question when "fresh." (h) Mutton, fresh, 2c. per lb.; lamb, fresh, 4c. per lb. (i) Prior to April 5, 1926, 8 cents per lb. (j) Cheese, 5c. per lb., but not less than 25 per cent. (k) i.e. 231 cubic inches, about equal to five-sixths of imperial gallon. (l) Clover seed, crimson, 1c. per lb.; white, 3c. per lb. and other, 2c. per lb. (m) Dutiable at various rates. See Commercial Intelligence Journal No. 974, Sept. 30, 1922, pages 516-7.

BELGIUM'S WHEAT FLOUR INDUSTRY AND TRADE

TRADE COMMISSIONER YVES LAMONTAGNE

Brussels, October 1, 1927.—The importance of the Belgian flour milling industry may be gathered from the fact that its output considerably exceeds the consumption requirements of the country, whose population is 7,840,000. The official Belgian trade statistics show that during the last five years total exports have averaged 45,337,200 kilogrammes or about 510,000 barrels of wheat flour yearly. The trend of Belgium's flour exports during this period is shown in the following table, which also includes the figures for the pre-war year of 1913:—

EXPORTS OF WHEAT FLOUR FROM BELGIUM

	Kg. Total Exports	Chief Countries to Which Exported (In Million Kg.)			
1913	57,427,836	Holland	47.6	U. Kingdom . .	3.2
				Morocco	1.8
1922	23,041,901	Holland	10.6	Germany	3.3
				Germany	1.4
1923	25,793,031	Holland	12.5	Germany	9.7
				Switzerland . .	1.52
1924	73,154,952	Holland	12.3	Germany	20.0
1925	75,487,791	Holland	32.0	Germany	22.7
				Belgian Congo .	0.82
1926	29,208,396	Holland	23.4	Germany	3.96
				Russia	17.2

In the face of this situation it might be expected that imports of flour into Belgium would be negligible, but this is not the case. During the last five years imports have averaged 18,030,500 kg. or about 202,800 barrels annually. The sources of these imports are shown in the following table, the figures for 1913 being included for comparative purposes:—

	Kg. Total Imports	Chief Countries of Origin (In Million Kg.)			
1913	3,206,717	France	1.9	United States . .	0.93
				Holland	0.12
1922	11,967,461	France	6.5	United States . .	2.93
				Holland	0.27
1923	20,045,026	France	15.2	United States . .	3.24
				Holland	1.28
1924	11,629,819	France	7.1	United States . .	3.62
1925	20,837,349	France	17.2	United States . .	2.3
				Holland	0.7
1926	25,672,808	France	15.0	United States . .	2.83
				Holland	2.67

During the period under consideration France supplied two-thirds of the imports and the United States nearly one-sixth. The contribution of the United States represents about 2,992,650 kg. or 33,660 barrels yearly. The value of imports for consumption from the United States in 1926 is placed at 6,476,648 francs, and at the average rate of exchange for the year this is equal to a little more than \$200,000.

Belgian statistics do not give any information regarding imports from Canada, but Canadian statistics show that the Dominion's total exports to Belgium during 1926 amounted to only 1,728 barrels valued at \$9,302 compared with 9,636 barrels valued at \$49,257 in 1925. The fall in imports from Canada is accounted for partly by the fact that during the latter part of 1926 restrictions were placed on imports of this commodity. These restrictions were removed at the beginning of the present year. It may be noted, however, that the restrictions do not appear to have affected imports from the United States, probably because certain large orders had been placed before the restrictions became effective but were executed in due course.

MARKED DECREASE IN IMPORTS THIS YEAR

Following the stabilization of the Belgian franc last October, and the consequent heavy decrease in the purchasing power of the Belgian franc abroad,

a considerable reduction has taken place in Belgium's imports of flour, as is illustrated by the following table, which shows that the United States has now taken the place of France as the chief source of supply:—

Month	Total Imports		From France		From United States	
	1926 (1,000 Kg.)	1927	1926 (1,000 Kg.)	1927	1926 (1,000 Kg.)	1927
January	3,606	741	3,049	181	245	374
February	3,478	783	3,097	278	68	268
March	2,709	783	2,406	248	204	473
April	2,962	1,154	2,660	317	107	704
May	2,060	770	1,737	223	132	467
June	1,159	898	582	167	192	639
July	2,131	557	1,142	150	191	366
August	2,470	525	130	259	377	274
Eight months .. .	20,575	6,221	14,803	1,824	1,516	3,565

The remarkable shrinkage of imports from France is due to the exchange factor. Up to October last year, when the Belgian franc was stabilized at its present rate, the French and Belgian francs were approximately equal in value. They rose and fell together with exchange fluctuations and French flour then being cheaper than the Belgian product the former was able to find a market in Belgium. But the situation has changed. While the Belgian franc has remained at the same level as a year ago, the French currency has been revalorized to the extent that its gold value increased 40 per cent above the Belgian. This premium has so raised the price of French flour that it can no longer compete with the Belgian. Moreover, it is said to be somewhat inferior to the Belgian product, which is milled from wheat imported mostly from Canada and the United States.

INCREASED AMERICAN SUPPLIES

The increased price of French flour has also had this effect, that American flour can now seriously compete against it in this country and this accounts for the increase in imports from the United States. It is possible to produce 8 to 10 kg. more bread per 100 kg. with American flour than is produced with a similar quantity of Belgian flour. The baker who knows this and who finds after calculation that the difference in price is in favour of the American product will of course purchase it. The same consideration should have even greater weight in the case of Canadian flour, which has the advantage of being superior to the American, and which furthermore can be shipped to this country in less time than the Kansas hard patents and straight at present being imported.

BELGIAN PRODUCTION

There are seventy-two industrial flour mills in Belgium with a total capacity of nearly 6,000,000 kg. or about 220,000 bushels of wheat per day. They are now operating at 60 per cent of their capacity, producing 800 million kilos or approximately 9,000,000 barrels of flour per year. This production has been fairly constant during the last few years.

As exports have averaged about 510,000 barrels and imports 202,800 barrels, the home consumption is about 8,692,800 barrels annually. However, this estimate is too low as the production of the small agricultural mills is not included. Belgium's annual wheat crop yield is approximately 370,000,000 kg. or 13,500,000 bushels, the grain being of the soft variety. About one-tenth of this is used by the large industrial mills and a similar amount is exported. Imports of wheat into Belgium during the last five years averaged 1,068,771,000 kg., or 39,277,700 bushels annually.

MARKET FOR CANADIAN FLOUR

In view of the high productive power of the Belgian mills and the advantage in price conferred on the Belgian product through the low rate of exchange and

low wage scale in this country—to which must be added a protective duty of 4 francs per 100 kg. or 5 cents per 100 pounds—it is evident that this market is a very difficult one on which to place Canadian flour. However, it must be noted that United States exporters have made persistent efforts to sell their product in this country, and if the present rate of sale is maintained their exports to Belgium will reach 5,320,000 kg. by the end of this year—that is to say, about 60,000 barrels representing approximately \$400,000. It is not, however, to be taken for granted that American flour will continue to be imported on this scale in view of the many factors which affect imports and which have been already referred to. Nevertheless it would appear that it would be worth while for Canadian millers to take advantage of the present situation to secure a hold on this market.

REPRESENTATION AND QUOTATIONS

For some years a few Canadian flour millers have had connections in Belgium. If they have been unable to do much business, this must be accounted for by the lack of interest prompted by the heretofore adverse state of the market and recently because the prices they have been quoting were too much above American prices. At or nearly equal prices business is possible and has been done.

The agents and importers in Belgium who now do business with the United States would be equally interested in receiving offers from Canadian exporters, and the latter should request that they be kept regularly informed of the prices quoted by their competitors. Owing to the present exchange situation, the market in this country is primarily one of price.

Quotations should invariably be c.i.f. Antwerp per 100 kg. or 220 pounds, and the sack is preferred to the barrel by the trade. Bakers' samples of about two pounds would be useful for trial purposes.

THE SWEDISH MARKET FOR CANADIAN FRUITS AND PROVISIONS

TRADE COMMISSIONER L. D. WILGRESS

[Subjoined is the fourth of a series of reports by Mr. Wilgress upon Sweden as a Market for Canadian Products. The first, published in No. 1233, referred in general terms to Import and Export Trade, Geographical Characteristics of the Country, Natural Resources, Population and Industries; the second (in No. 1235) to Trade Centres and Routes, Currency, Public Finance, Organization of Commerce, Tariff and Customs Regulations, and Wages; and the third (in No. 1236) to the Market for Canadian Grain and Milled Products.]

Hamburg, September 26, 1927.—In the fiscal year ending March 31, 1927, foodstuffs, other than grain and milled products, accounted for 10 per cent of the total value of Canadian exports to Sweden. Of these other foodstuffs the most important items were canned lobsters and fresh apples. These are the two Canadian products which are most eagerly sought after in Sweden at the present time. A great many of the provision agency firms in Stockholm, Gothenburg, and Malmö are desirous of establishing Canadian connections for these lines.

The only other Canadian foodstuffs shipped to Sweden last year were mild cured salmon and packing house products, but openings are also presented for the sale to that market of Canadian evaporated apples and of limited quantities of canned salmon. The market requirements in Sweden for these and other Canadian products will be surveyed in this report.

TRADE IN CANNED LOBSTERS

Sweden provides the third largest market for Canadian canned lobsters ranking after the United Kingdom and the United States, while per capita the consumption in Sweden is greater than in any other country. The importation of Canadian canned lobsters amounts to around 10,000 cases annually, which is said to represent 5 per cent of the total Canadian pack.

The popularity of canned lobsters in Sweden arises from the national custom of Smörgåsbord or a form of hors d'œuvres, in which various delicacies, together with bread and butter and cheese, are eaten before each regular meal. For this purpose lobsters are particularly relished.

The canned lobsters are chiefly used by the restaurant keepers, but there is also a considerable sale to householders. The fondness of the Swedes for outdoor life, which is being reflected in the increasing prevalence of camping parties, has given rise to a greater demand for canned foods of all kinds, but particularly for a canned delicacy such as lobsters, which are so well adapted to the national custom referred to above.

Another factor helping to explain the great demand in Sweden for Canadian canned lobsters is the relatively high standard of living resulting from the general prosperity of the country.

Fresh lobsters are caught on the west coast of Sweden from Gothenburg to the Norwegian boundary during ten months of the year, the period from July 15 to September 15 being the closed season. The supply, however, is not sufficient seriously to interfere with the demand for canned lobsters and the prices are relatively high, 2.50 kronor* to 3 being paid to the fishermen per kilogramme.

The Swedish trade returns do not distinguish between the various kinds of canned fish except sardines. In 1926, out of a total import of canned fish other than sardines amounting to 1,302,578 pounds valued at 888,122 kronor, Canada supplied 369,303 pounds of a value of 251,797 kronor. Most of this import from the Dominion would be comprised of canned lobsters. The importation from the United States under the same heading last year amounted to 178,130 pounds valued at 121,452 kronor. The Canadian trade returns show the following exports of canned lobsters to Sweden in the last three fiscal years:—

	Quantity	Value
Fiscal year ending March, 1925.	2,027 cwt.	\$140,878
Fiscal year ending March, 1926.	3,535 cwt.	248,172
Fiscal year ending March, 1927.	3,835 cwt.	301,594

MARKET REQUIREMENTS FOR CANNED LOBSTERS

The demand in Sweden is chiefly for canned lobsters in flat half and quarter pound tins. There was formerly a larger sale of half-pound tins, but now the demand is about equally divided between half and quarter tins. There is very little sale of one-pound tins.

The bulk of the canned lobsters imported into Sweden are unlabelled. This arises from a peculiar situation due to the origin of the business. Canned lobsters were first introduced from Heligoland, when a German brand, known as "Kronen" or "Crown", became firmly established. The result is that nearly all canned lobsters are still sold under this brand. The labels are printed in Sweden and are supplied to the retailers by the wholesalers with the tins. The labels are a facsimile of the German crown brand labels, even German words being used. Specimens of the label are on file at the Department of Trade and Commerce, Ottawa, for inspection by interested Canadian exporters.

* 1 Swedish krona=\$0.268.

The fact that unlabelled canned lobsters are mostly sold to Sweden renders the reliability of the shipper and price the two determining factors in the development of business with this market. Formerly choice Nova Scotia lobsters were the most sought after, but recently the cheaper Prince Edward Island lobsters have been capturing the larger share of the trade.

The c.i.f. prices to Stockholm importers ranged last July around 132 shillings per case for half and 75 shillings for quarter tins. Some Canadian exporters were quoting about five shillings a case higher than these prices, but were reported to be securing little business. The retail prices of Canadian canned lobsters were around 1.30 kronor for quarter tins, 2.25 kronor for half tins, and 4 kronor for whole tins.

Although price has become an important factor in the sale of canned lobsters to Sweden, the buyers also pay great attention to quality and prefer to buy from shippers on the uniform quality of whose product they can rely. This has enabled a few Canadian exporters to build up a valuable connection with the Swedish market.

The usual terms on which canned lobsters are sold to first-class Swedish importers are sight draft with documents attached, payable on presentation. Some buyers desire terms of cash against documents on arrival and after inspection of the goods, but such terms should not be necessary as importers generally are willing to assume risk of quality. The opening of letter of credit to cover purchases of canned lobsters is reported to be out of the question, as this is not done in the case of any other foodstuffs line.

The duty on canned lobsters imported into Sweden is 50 öre per kilogramme or about 6 cents a pound.

REPRESENTATION FOR CANNED LOBSTERS

In order to do business with Sweden in canned lobsters it is necessary to have a representative. There are a great number of provision agency firms seeking the representation of a Canadian lobster shipper and some of these are first-class agents. Certain Canadian exporters give their exclusive representation to firms who take up the documents themselves and then sell to first-class customers on a credit basis. Such firms are difficult to find and the usual method of trading is to have a reliable commission agent, who will canvass the trade. The Canadian Trade Commissioner at Hamburg can place exporters in touch with suitable agents in Sweden.

MARKET FOR CANNED SALMON

There is only a very limited market in Sweden for Canadian canned salmon. The article is not well-known and the duty of 50 öre per kilogramme or 6 cents a pound is too high to permit of a large trade. There is also a plentiful supply of fresh salmon in the rivers of northern Sweden.

One of the leading provision dealers in Gothenburg reported that they handled about 200 cases of salmon a year, but the sale was very slow, their customers taking only one or two cases at a time. The chief demand was for tall pinks, but there was also some sale of medium red. While the market for canned salmon might be capable of extension, firms in Sweden could not hold out any hope for a large trade.

OTHER CANNED FISH

Apart from canned lobsters and canned salmon there would not appear to be any opening for the sale of canned fish from Canada to Sweden. There is considerable industry centred in Gothenburg for the canning of anchovies, sardines and other fish.

The importation of sardines and of bristling amounted last year to 1,115,926 pounds, valued at 1,268,098 kronor, the greater part of which came from France, Norway and Portugal. The chief requirements for sardines sold in Sweden are that they should be in decorated tins with key for opening and that they should be of the 22 mm. size. The bulk of the business is comprised of sardines in tomato sauce for which the leading French makes have the preference.

The sale of canned pilchards from the Pacific coast was said to be out of the question. Californian firms have been unable to secure any business owing to the long voyage and impossibility of competing with nearer sources of supply.

Canned clams, being quite unknown on the Swedish market, are not likely to be saleable.

FROZEN SALMON

Sweden has a plentiful supply of fresh fish and the importation of frozen fish is inconsiderable. It is reported that a shipment of frozen salmon arrived some months ago, but the possibilities for this trade are not considered promising. In 1926 Sweden imported 960,500 pounds of fresh salmon and trout, chiefly from Norway, Finland, and Germany.

MILD CURED SALMON

There is a much better opening in Sweden for pickled than for canned salmon. This article is already being imported from Canada and a number of Swedish firms are anxious for connections. The salmon is shipped mild cured and is used for smoking purposes. The demand for smoked salmon is considerable, as it is a highly esteemed delicacy and is eaten in connection with the Smörgäsbord.

The mild cured salmon is imported in large tierces of 850 pounds. The best plan of trading is to have an agent in Sweden, who is well introduced among the smoking plants.

The Canadian trade returns show an export to Sweden last year of 472 cwt. of pickled salmon of a value of \$11,978. The Swedish statistics give a total import of salted salmon and trout in 1926 amounting to 1,461,478 pounds valued at 1,625,939 kronor, of which the United States supplied the largest share with 779,579 pounds.

There is no duty on mild cured salmon imported into Sweden.

CANNED FRUITS

A fairly good trade is transacted with Sweden in California canned fruits. An attempt has been made to introduce Canadian canned fruits, but it has been found that prices are rather high and that the Canadian exporters can only submit offers in August, whereas California firms offer and accept orders at an earlier date.

The largest trade is done in canned pineapples, followed by apricots and peaches, with a smaller business transacted in canned pears. The chief sale is for 2½-lb. tins, but a fair amount of 1-lb. tins are also sold.

The duty on canned fruits imported into Sweden is the same as that applying to most canned goods, viz., 50 öre per kilogramme or 6 cents a pound.

The total imports of canned fruits in 1926 were 2,535,210 pounds valued at 979,513 kronor, of which 2,156,057 pounds came from the United States. From these figures it may be seen that the total amount of business with Sweden in canned fruits is not very considerable.

CANNED MILK

Only small quantities of evaporated milk and milk powder are imported into Sweden. The principal business would appear to be with lumber camps in the north of the country. One United States and one Dutch brand have most of the trade. The total imports last year amounted to only 90,439 pounds, of which 45,454 pounds were supplied by Holland and 24,790 pounds by the United States. Importations are effectively restricted by the duty of 50 öre per kilogramme or 6 cents a pound.

DAIRY PRODUCTS

Practically no openings are presented for the sale of Canadian dairy products to Sweden. The country is itself an exporter of butter, while the cheese imported is mostly comprised of special kinds not produced locally. The total imports of cheese amounted in 1926 to 1,372,466 pounds, all of which came from European countries, Switzerland, Finland, France and Holland being the chief sources of supply. There was only a small importation of butter from Finland.

There was considered to be no possibility of doing business in Canadian cheddar cheese, either compressed or in bulk. The production of cheese in Sweden is very large, having amounted before the war to 22 million pounds a year. The only importation has been in Swiss cheese, Roquefort and Camembert cheese from France, small quantities of Dutch cheese, and some cheese from Finland chiefly for the northern districts. The trade therefore is mostly confined to special kinds of dessert cheese, which do not compete with the local cheese in the way that Canadian cheese would have to compete.

The duty on butter and cheese imported into Sweden is 20 öre per kilogramme or about $2\frac{1}{2}$ cents a pound.

SUGAR

Normally Sweden produces sufficient sugar for domestic requirements. Following the 1925 crop, however, the farmers and the sugar factories were unable to arrive at a price agreement for sugar beets. The result was that the farmers cultivated less sugar beets and the 1926 crop only amounted to 142,000 metric tons as compared with 1,329,000 tons in the previous year. Last November an agreement was reached fixing the price of sugar beets for a period of five years. This year the sugar beet crop is reported to be again below normal and further importations of raw sugar are anticipated.

The Canadian sugar refineries were able to ship to Sweden 33,600 cwt. of refined sugar valued at \$214,480 in the fiscal year ending March, 1926. This business resulted from the threatened shortage of sugar due to the above-mentioned price dispute between the farmers and sugar factories. No sugar was shipped to Sweden from Canada last year. The Swedish sugar refiners are able to effectively restrict imports of foreign sugar in normal years by withdrawing the benefit of price rebates from dealers handling imported sugar. When the local crop is short the rebates are not granted and business becomes possible in the importation of sugar from abroad.

The Swedish trade returns for 1926 show a total import of 106,212 metric tons of sugar, valued at 25,066,128 kronor. In the previous year the import had amounted to 44,452 metric tons. Of the 1926 import, 77,713 tons were comprised of raw beet sugar, chiefly supplied from Germany and Poland; 13,784 tons of raw sugar, mostly imported from Cuba; and the balance of refined sugar, of which Germany supplied 6,844 tons, Czechoslovakia 4,996 tons, Holland 1,250 tons, Belgium 1,015 tons, and the United States 511 tons.

The consumption of sugar in Sweden is very large and before the war was only surpassed in Europe by that in Great Britain and Denmark. There are

eleven raw sugar factories in Sweden, most of which are located in the southern Province of Skåne, the centre of sugar beet cultivation. The number of sugar refineries is five and they are mostly situated in the larger towns.

The duty on refined sugar imported into Sweden is 10 öre per kilogramme.

HONEY

Last year Sweden imported 57,510 pounds of honey of a total value of 38,060 kronor. The principal sources of supply were Great Britain, Denmark, Germany, Cuba, Finland, and France, while Canada is given as having supplied 2,081 pounds. Firms interviewed were not very hopeful of the prospects for selling any large quantity of Canadian honey in Sweden. One firm, who imported some Ontario honey, stated that they still had part of the stock on hand unsold.

It would appear that the consumption of honey is not large, being confined principally to the winter months and among invalids. The Swedish producers also guarantee the purity of the local honey and have conducted propaganda against imported honey. The duty of 23.5 öre per kilogramme or \$0.0287 per pound is also said to operate against the importation of foreign honey on any large scale. The pre-war production of honey in Sweden was estimated at 1,320,000 pounds a year.

SYRUP

There is a considerable importation of syrup into Sweden and firms were interested to ascertain the possibilities of obtaining supplies from Canada. Total imports in 1926 amounted to 38,666,800 pounds, most of which came from Great Britain, but the United States supplied 7,094,149 pounds. A syrup of light colour is chiefly required and the duty is 5 öre per kilogramme.

FRESH APPLES

The greatest interest is being shown by Swedish firms in the importation of fresh apples from Canada. This may be said to be the Canadian food product for which the best opportunity is presented of increased trade with Sweden.

In the fiscal year ending March, 1926, Canada exported 9,646 barrels of apples to Sweden of a total value of \$54,530. Last year the shipments totalled 3,070 barrels valued at \$14,647. This year the prospects are for a greatly increased sale of Canadian apples, provided the shippers can deliver. With supplies in the United States none too plentiful, Swedish buyers are looking to Canada for a larger proportion of their requirements.

The Swedish trade returns for the year 1926 give a total importation of fresh apples amounting to 28,881,142 pounds valued at 6,937,843 kronor. The United States was the chief source of supply with 18,068,371 pounds, followed by Great Britain, Italy, Germany, and Denmark. Australia supplied 889,379 pounds, and Canada is given as the source of supply for only 49,665 pounds.

Both boxed apples and barrelled apples are required in Sweden. Gothenburg provides a good market for apples in barrels, while Stockholm takes mostly boxed apples. The chief requirements of the market are that the apples should show a red colour and should not be too large. Another requirement is that only good-keeping varieties should be shipped.

Apples showing a red colour are preferred as the Swedes buy fruit chiefly by the eye. Yellow Newtowns, however, are well liked and are one of the varieties of boxed apples sold in Sweden. The chief sale of boxed apples for arrival before Christmas is of Jonathans. After Christmas Winesaps and Newtowns comprise the bulk of the shipments. Small lots of McIntosh Red have

been sold and are very much liked, but some brokers consider this a dangerous variety for the market, as the apples do not keep well enough. Spitzbergens are another variety of British Columbia apples that could be sold in Sweden.

In barrel apples the chief trade has been in such varieties as Ben Davis and York Imperial from the Eastern United States. Kings and Gravensteins from Nova Scotia would be suitable, but Baldwins are not very much liked owing to poor keeping qualities.

For boxed apples the extra fancy grade is mostly required. The best proportion in a carload is stated to be 75 per cent of extra fancy and the balance of fancy grade.

The Swedes have a distinct prejudice against large apples. They fear that over-sized apples are not likely to keep and the sale of apples by weight favours the smaller sizes. For boxed apples the chief sizes required are from 150 to 200, the most popular sizes being 168 and 175. Small proportions of 216 and 225 can even be absorbed, but it is difficult to sell any apples larger than 150. It is reported that business has been done in size 138, but there is really no demand for any of the larger sizes of apples.

For barrel apples the sizes required are $2\frac{1}{4}$ and $2\frac{1}{2}$ and No. 1 grade is principally in demand. Owing to the poor crop in Virginia this year, it was considered a favourable opportunity for the sale of Nova Scotia apples in barrels which are not very well known on the Swedish market.

Nearly all orders for apples on the Swedish market are on the basis of firm contracts, payment cash against documents. It is necessary for shippers to have agents, who will book orders from the leading importers for a commission of 5 per cent. South Swedish firms, in such centres as Malmö and Helsingborg, frequently purchase apples on the Copenhagen auctions, but Stockholm and Gothenburg buy almost exclusively on firm contract from overseas shippers and these are the two largest fruit centres in the country. When prices realized on the Copenhagen auctions are low, this is apt to have an unsettling effect on the trade in Sweden, which otherwise is conducted for the most part independently of Copenhagen.

Sweden is providing an increasing market for fresh apples. The standard of living is high and people can afford to pay the prices for high-class fruit. Last season one agent sold some 25,000 boxes of Australian apples and is hopeful of a much larger sale next spring. There are few countries in Europe which hold out better prospects for an increased trade in Canadian apples than Sweden.

EVAPORATED APPLES

An excellent opening would also appear to be presented for the export of Canadian evaporated apples to Sweden. Fairly considerable quantities of all kinds of dried fruits are imported into Sweden, although it is reported that the trade is declining while that in fresh fruit is increasing.

The Swedish dried fruits trade is mostly in a few hands. Thus in Gothenburg eleven firms, members of the wholesale grocers' association of that city, have agreed to purchase only through recognized agents, who in turn sell to no outside firms. Similarly in Stockholm the bulk of the business is transacted by about a dozen large wholesale dealers.

Evaporated apple rings and possibly also dried cores and skins are the only kinds of dried fruits which Canada is in a position to export to Sweden. The largest dealers in Gothenburg handle about 2,000 boxes of evaporated apples a year. This will serve to indicate the extent of the market. The total imports of dried apples into Sweden in 1926 amounted to 2,472,202 pounds valued at 1,123,671 kronor, and of this import the United States supplied 2,154,447 pounds. In addition there was an import of 13,913 pounds of dried apple waste, all of which came from the United States.

Unfortunately the standard grade of Canadian evaporated apples is practically unknown on the Swedish market. This is stated to be the chief objection to handling Canadian evaporated apple rings.

The bulk of the business in evaporated apple rings is transacted in Prime grade from New York State and Extra Choice grade from California. The New York State apples are preferred owing to their being manufactured from sour stock, but when Californian prices are lower there is a considerable sale of Extra Choice apple rings from the Pacific States. Last season large imports took place from Washington and Oregon.

The Prime grade is chiefly taken from New York State, but as last year this grade was not as good as usual more of the Choice grade is now being ordered. The trade in Fancy grade evaporated apple rings from New York State is not large, as prices are too high. These apple rings are taken both faced and unfaced. Orders are occasionally placed for the Choice grade from California by firms who have army contracts and can take a lower grade, but it is mostly the Extra Choice grade which is sold from the Pacific Coast.

Most of the evaporated apple rings imported into Sweden are packed in boxes of 50 pounds net, the only other form of packing known being the box of 25 pounds.

A number of Canadian exporters of evaporated apples have been corresponding with agency firms in Sweden, but very little would appear to have been done to introduce Canadian apple rings. The unfamiliarity of the market with the Canadian standard grade is a handicap to business, but when once this obstacle has been overcome a limited but steady trade should be developed in the export to Sweden of evaporated apple rings from Nova Scotia and Ontario.

PACKING-HOUSE PRODUCTS

The trade with Sweden in packing-house products is restricted by the considerable domestic output. There is a large production of hog products and only small quantities of meat require to be imported.

The principal importation of packing-house products is in such commodities as animal fats for the margarine industry, pure lard and salted pork. Sausage casings are imported, but the requirements are largely confined to beef casings. A considerable import as well as export of hides takes place, but this is because the thin Swedish hides are not suitable for the manufacture of heavy sole leather and are exported in exchange for heavier hides.

In the fiscal year ending March 31, 1926, Canada exported to Sweden 517 cwt. of dry salted pork valued at \$9,648 and 395 cwt. of bacon and hams valued at \$8,644. Last year there was an export of dry salted pork amounting to 554 cwt. or a value of \$8,627 and of sausage casings valued at \$2,153. These are the principal products in which Canadian packing houses can do business with Sweden.

Salted pork is imported into Sweden chiefly for the requirements of the lumber camps in the north of the country. During a severe winter the consumption is very large. The greatest demand is for short clear backs, ranging 25 to 30, 30 to 35, and 35 to 40. There is a smaller trade in short clear middles, ranging 6 to 8 and 7 to 9. Family hams in tierces and pickled family beef are other kinds of meat which Sweden imports in limited quantities.

Another possible opening for Canadian exporters is presented by the trade with Sweden in slightly salted horse-meat, packed in large tierces. This horse-meat must be of the highest quality, as it is used in Sweden for smoking to be then sold as Hamburger beef.

The Swedish trade returns show an importation in 1926 of 7,741,722 pounds of salted pork of a total value of 5,477,877 kronor, most of which came from

the United States, although 37,954 pounds were supplied by Canada. Except for an import of fresh beef from Finland, representing largely border traffic, this was the only considerable item of meat imported into Sweden last year.

The duty on salted pork imported into Sweden is 12 öre per kilogramme.

The trade in corned beef with Sweden was fairly large some years ago, but has now shrunk to small dimensions, the total import last year being 587,490 pounds.

Pure lard is mostly imported into Sweden in wooden tubs of 25 kg. (55 pounds) and in pails of 12½ kg. (28 pounds). The total imports of pure lard in 1926 amounted to 3,209,283 pounds, valued at 2,074,971 kronor, most of which was supplied by the United States. The duty of 15 öre per kilogramme at present makes American lard dearer than Swedish lard and is restricting business.

Imports of neutral lard in 1926 amounted to 172,256 pounds.

There is a fairly considerable importation of animal fats for the requirements of the Swedish margarine industry, but the trade is reported to be declining with the increasing use of vegetable fats. The importation of premier jus in 1926 totalled 5,621,260 pounds, and that of oleomargarine amounted to 2,090,176 pounds.

The chief trade with Sweden in sausage casings is done in beef rounds and beef middles. There is little opening for hog casings, as Swedish domestic supplies suffice for the requirements. In 1926 a total of 3,681,229 pounds of sausage casings valued at 3,547,786 kronor were imported into Sweden from Germany, the United States, Denmark, Argentina and a number of other countries, including 38,500 pounds shipped from Canada. There is no duty on sausage casings imported into Sweden.

PROVISION AGENTS

The only practical method of doing business with Sweden in nearly all of the food products enumerated in this report is to have an agent in one of the leading centres such as Stockholm and Gothenburg. The usual commission varies from 2½ per cent in the case of bulk articles such as packing-house products and evaporated apples, to 5 per cent in the case of such commodities as canned goods and fresh apples. It has already been stated that a number of the leading firms of provision agents in Sweden are seeking connections for the sale of Canadian products. Canadian exporters can be placed in touch with these firms through the Canadian Trade Commissioner at Hamburg.

GERMAN FISH MEAL MARKET REPORT

TRADE COMMISSIONER L. D. WILGRESS

Hamburg, October 4, 1927.—The business in fish meal on the Hamburg market continues to be irregular and has not yet come up to the expectations for development which were anticipated a month ago. Stocks in the hands of dealers are gradually decreasing, but the farmers are reported to be only buying from hand to mouth. Prices remain stationary at the level of previous months with a slight increase in the price of herring meal. The probable future course of prices is uncertain.

The following are the present prices c.i.f. Hamburg paid by importers, dependent upon quality and reputation of shipper:—

Norwegian cod meal	£21	0s. to £22	0s. per 1,000 kg. (2,204 lbs.)
Scotch white fish meal	£19	0s. to £20	5s. per 1,000 kg.
English white fish meal	£18	0s. to £19	15s. per long ton (2,240 lbs.)
North American white fish meal	£19	0s. to £19	15s. per long ton
Norwegian north coast herring meal	£16	15s. to £17	5s. per 1,000 kg.
Norwegian west coast herring meal	£16	15s. to £17	0s. per 1,000 kg.
North Pacific coast pilchard meal	£16	10s. to £16	15s. per long ton

According to the shipping statistics of the Port of Hamburg, approximately 3,733 metric tons of fish meal arrived from Norwegian ports and Iceland during the month of September as compared with 3,017 metric tons in August. From British ports there arrived at Hamburg during September 1,481 long tons of fish meal as against 1,561 long tons in August. From United States ports the arrivals in September were 368 long tons, of which 270 tons came from Baltimore and the balance from Boston. This compares with 255 long tons arriving from United States ports in August. From Montreal 242½ long tons arrived in September as against 231 long tons in the previous month.

WEST OF ENGLAND MARKET FOR CANADIAN TALC

TRADE COMMISSIONER DOUGLAS S. COLE

Bristol, October 3, 1927.—Imports of Canadian refined talc into the United Kingdom have been very small, although gradually increasing, and for the year ending March 31, 1926, approximately 850 tons valued at slightly over \$10,000 were imported. During the past year, however, there has been more activity. Interest displayed in Canadian sources of supply and recent investigations by the Bristol office indicate that the quality is quite satisfactory for use both by rubber manufacturers and soap producers. Other prospective consumers are manufacturers of porcelain and pottery, paper, roofing, and wall-board.

CHIEF SOURCES OF SUPPLY

The chief sources of supply for the United Kingdom are as follows:—

Italy.—Italian talc is the highest grade on this market. In quality it is very white, smooth, finely ground and rather greasy to the feel. The prices of the grades selling on the English market by the English importer to the trade are: first grade, £15 10s. (\$75.43 exchange at par) per ton (2,240 lbs.); No. 2 grade, £12 10s. (\$60.83); No. 3, £11 10s. (54.96); and No. 4, £11 (53.53). There are also two cheaper grades selling respectively at £8 10s. (41.36) and £6 10s. (\$31.63).

Italian talc is used primarily for the best-grade cotton goods and also in the paper and rubber trades. It is believed, however, that in so far as the industries, particularly those producing rubber tires, are concerned, the grade of talc which is being used is comparatively cheap, and provided Canadian producers can compete in price there should be special possibilities in this trade.

France.—French talc is found not to be quite so white as Italian nor perhaps as finely ground, but nevertheless it is usually a little smoother. Talc from this source is used in the rubber and cotton trades where colour is not so important. Certain quantities also find consumption in the paint trade. French talc is offered at about £6 17s. 6d. (\$33.45) per ton. These prices are "delivered to the chief centres" in the United Kingdom, and not c.i.f. United Kingdom port.

Norway.—There is a Norwegian quality being offered on the English market, but it is only used by roofing felt manufacturers and some asbestos makers. It is very coarsely ground, with a bad colour. The price from this source is considerably cheaper than Canadian, being about from £3 to £5 (\$14.60 to \$24.33) per ton. Needless to say, this low price is partially explained by low transportation charges.

Spain.—Spanish talc offered is of recent origin but is nevertheless considered of very good quality. It is understood to be offered in the vicinity of £12 10s. (\$60.83) per ton with lower qualities in the vicinity of £10 (\$48.66).

Canada.—Canadian talc is at present being offered in two qualities with prices ranging from £6 to £6 10s. (\$29.20 to \$31.63) per ton delivered ex ship, with extra charges if storage is necessary.

Local firms advise that in so far as the English lace trade is concerned only the best Italian tale is used, Canadian being found unsuitable as it is rather harsh for their requirements. Supplies for manufacture of distemper might prove another outlet for Canadian tale, and this phase of Canadian trade is being followed up.

AN IMPORTANT INQUIRY

One important firm who are at present receiving their supplies from Italian sources use in the vicinity of 20 tons per week or approximately 1,000 tons per annum. Naturally they are quoted very keen prices and have advised that the market is rather glutted with offers of tale from many sources.

They have, however, reported that two qualities of Canadian tale submitted to them are quite satisfactory and that, provided Canadian sources can compete, they are prepared to alter their present source of supply, at least in part.

SPECIFICATION AND PACKING

The chief points to be noted in supplies for this market are:—

(1) Freedom from all foreign matter, particularly the presence of lead. This applies particularly to the rubber industry, in which case it is a most objectionable ingredient.

(2) As degree of fineness a useful specification is that the talc must pass through a 90-mesh sieve.

(3) Talc must be of a good colour.

As regards packing, shipment is generally made in hessian bags with canvas lining.

TALC FOR MOTOR ACCESSORY TRADE

There is also a sale for white talc in small blocks of approximately $1\frac{1}{4}$ inches by $\frac{7}{16}$ by $\frac{3}{8}$ inch. This for use in the motor and cycle accessory trade to be placed in repair kits. The colour is most important, as strong objections are raised to anything but the whitest possible blocks. The trade, however, is not a large one, although one company in this area is prepared to accept quotations on the basis of one ton per week.

INDUSTRIAL CONDITIONS IN THE NORTH OF ENGLAND

TRADE COMMISSIONER HARRY A. SCOTT

Liverpool, October 3, 1927.—Although actual conditions in the majority of the great basic trades of Northern England have shown no marked change during the past month, the slight movements which have taken place, with the exception of cotton, have been for the most part in a favourable direction. There have lately been more frequent reports of manufacturing contracts being placed in this country, instead of being sent abroad, and the general opinion recently voiced in the press by several leaders of industry on the autumn trade outlook has on the whole been fairly promising.

Although the fine spinning department of the Lancashire cotton trade has had another busy month, the section using American cotton, by far the largest branch of the trade, has remained in a seriously depressed state. A number of conferences have been held in recent weeks, in the hope of arriving at some comprehensive agreement among the various interests concerned to control output and generally organize the industry on a more profitable basis. Announcement has just been made of the final success of negotiations that have been in progress between the Federation of the Master Cotton Spinners and the newly formed Yarn Association regarding a scheme for the rehabilitation of this great Lancashire industry. It is understood that this scheme includes a system of minimum selling prices for yarn and also a plan for short-time operations.

For many years the cotton industry has been the backbone of British export trade, and something like 85 per cent of its total production has been sold abroad. For this reason, conditions affecting Lancashire's main industry have an important bearing on the economic welfare of the whole country, since this trade, besides finding employment for a very large population, also creates credits by the sale of cotton goods to make possible the imports of raw materials and food which the United Kingdom does not produce. The plight of the mills spinning American cotton arises from the inability to recover former overseas business. Before the war, India and China were the largest consumers of the coarser and cheaper kinds of piece goods made in Lancashire. For several years past exports of these classes of piece goods have remained at approximately two-thirds of their pre-war volume, owing to conditions in these Eastern countries plus increased Japanese and domestic competition.

A slight improvement has taken place recently in the Bradford woollen industry. Spinners generally have more work on hand, and manufacturers of cloths for men's wear have also been better employed, while there has been a little more activity in the dress goods section which has been so long depressed. The hopes of the woollen industry for better business in 1927 following a most trying period last year have not so far materialized, and on the whole this industry has had to be content with restricted business, except for a few bright patches in certain sections. Fancy high-grade worsteds have enjoyed a good run and the export trade in worsted yarns has shown an appreciable development during the year.

Reports from the iron and steel producing districts of the Northeast Coast indicate that slow progress is being made toward improved conditions. The total volume of business passing is still considerably below productive capacity, but prices appear to have been stabilized and a fairly active autumn trade now seems assured. Although several firms in the Sheffield area have a substantial amount of work on hand, the general position of the heavy steel trade in that district is still unsatisfactory for new business, with the exception of special quality steels used by the electrical and one or two other industries, for which an active demand still exists. While the demand for cutlery has certainly been better during the past month, the present position leaves room for considerable improvement.

The engineering trades on the whole have shown signs of better trade during recent weeks. Heavy electrical cable-making and constructional engineering firms are still busy. Makers of artificial silk machinery are also generally well engaged on orders chiefly for the home market. The machine tool trade remains dull.

September has been a very depressing period in the Lancashire coal trade. Orders have been extremely hard to obtain and many collieries have undoubtedly sold at a loss, since industrial coal has been in small request partly owing to the annual holidays in manufacturing towns and partly to short-time running at many of the cotton mills. Although the position on Tyneside and the Northeast Coast generally is still far from satisfactory, the export trade in volume has shown no falling off. The total coal and coke shipped from the Tyne up to the end of August amounted to 10,591,000 tons as against 9,800,000 tons during the corresponding period of 1925 and 13,250,000 tons in 1913. Last year's figures were negligible owing to the coal stoppage.

Several orders for new ships have been lately placed on the Northeast Coast and the general outlook in that district is decidedly encouraging. Employment at marine engineering works has also been very satisfactory and most firms have a substantial amount of work on hand. Ship-repair establishments have been only moderately well employed. Much satisfaction has been felt in Merseyside shipbuilding circles over the contract recently placed by the Canadian Government with Cammell Laird & Company Limited, of Birkenhead, for the construction of three new vessels for the Canadian-West Indies service.

NEW ELECTRICITY SCHEME IN ENGLAND

ACTING TRADE COMMISSIONER J. C. MACGILLIVRAY

London, October 4, 1927.—Plans have recently been drafted by the Electricity Commissioners for the co-ordination of electrical development throughout the southeastern section of England. This is in line with the scheme adopted a few months ago in Central Scotland and will include an area of about 8,828 square miles, extending from Peterborough on the north to the South and East Coasts. The population affected is about 11,400,000, and embraces the important electricity district of London and the Home Counties.

The position to-day in this area with regard to the generation of electricity is that there are no fewer than 152 public generating stations. Of these, 17 are used almost exclusively for railway and tramway purposes, while 135 are used for general purposes. This works out at one station for every 65 square miles. Under the new scheme, the number will be reduced from 135 to 30, and it is thought that by 1940 six of these thirty will cease to be generating stations. On the other hand, it is contemplated that three more modern generating stations will have to be established, so that when the scheme is completed all the electricity required will be generated by 27 stations, or one to each 327 square miles against the present one to 65.

The cost of the scheme for the erection of the primary transmission system is estimated at about £6,500,000. In addition, there will be an expenditure of about £5,500,000 by the owners of generating stations on extensions and additions. It is estimated that the full advantages of the scheme can be secured with a saving of about £500,000 on capital expenditure (up to the year 1933-34) as compared with the expenditure which would be necessary if the present system were continued. After this date, the saving on capital expenditure would be progressively greater as compared with individual development.

With regard to consumption, the present amount of electricity sold to consumers in the area is 1,516,000,000 units, and the total revenue about £14,000,000. The average price per unit is 2.2d. The price varies enormously, being as high as 10d. for lighting in some districts. For power the price varies from the high price of 5½d. per unit to 1d. or less. The cost for general domestic purposes is somewhere about 1½d. or 1¾d. In the course of time, this tremendous number of variable prices will be greatly reduced, and, it is hoped, eventually standardized. The effects of standardization and a lower price will undoubtedly have the effect of increasing the use of household electrical appliances.

The present scheme is but the forerunner of a number of others. In November it is hoped that one will be presented covering Central England, while a further scheme will embrace the important industrial districts of Yorkshire and Lancashire. Eventually all parts of England, Wales, and the area of Scotland not already governed by the Central Scottish scheme will be included, with a resultant nation-wide improvement in the supply of electrical energy.

ENGINEERING SUPPLIES PURCHASED BY COLONIAL GOVERNMENTS

ACTING TRADE COMMISSIONER J. C. MACGILLIVRAY

London, October 4, 1927.—From time to time this office receives inquiries from Canadian manufacturers who wish to submit tenders on supplies of engineering material and equipment required by the Governments of the various Crown colonies and protectorates.

The procedure followed is that authorities in the different colonies and protectorates indent on a central buying agency in London—the Crown Agents for the colonies—who purchase against these indents. If the source of supply is left to the Crown Agents' discretion, they normally employ manufacturers whose works are situated in Great Britain in order to facilitate matters of inspection.

If, however, it appears from the indent that a Canadian product is preferred, the Canadian manufacturer, or his London agent, will receive the inquiry. It follows therefore that the best action for Canadian firms who are interested to take is to advertise their goods in Government circles in the colonies by addressing their business literature to officers in charge of departments likely to be interested in any particular product. This literature should contain full particulars, including prices.

A list of these officials has been supplied to the Department of Trade and Commerce. A copy may be obtained on application by quoting file No. 26725.

IRISH FREE STATE NEWSPRINT MARKET

TRADE COMMISSIONER F. W. FRASER

Dublin, September 26, 1927.—The Irish Free State produces no newsprint at present. There is one small mill, which ran on "news" for a limited period, but which has since shut down. The country is therefore wholly dependent on outside sources for its supply.

The annual consumption of newsprint in the Irish Free State amounts to about 10,000 tons, but is increasing. Imports during 1926 were 9,135 tons, against 9,787 in 1925 and 6,988 tons in 1924. During the first six months of 1927 a substantial increase was recorded, total foreign purchases having amounted to 5,611 tons, as compared with 5,138 tons during the corresponding 1926 period. Sweden is by far the largest supplier, securing in 1926 well over 50 per cent of the total trade. Great Britain sent about 30 per cent, and the balance was divided between Germany, Holland, and Finland, in the order mentioned. During the first six months of this year shipments from Sweden and Germany showed substantial increases over last year at the expense of Great Britain, whose sales dropped from 1,890 tons in the 1926 period to 767 tons this year. Canada formerly supplied a share of the newsprint used in Dublin, but has sent practically nothing since the war.

Somewhat over 50 per cent of the total consumption is used by one group of newspapers. The weight is 14½-15 pounds demy, in 33½- and 17½-inch reels. Another group uses 36½- and 18½-inch reels, and a third 37- and 19-inch reels. These three groups together use probably 90 per cent of the total consumption.

British news was recently quoted in Ireland at £16 10s. per ton delivered. Scandinavian has been recently quoted at £12 per ton f.o.b. mill, which is equivalent to about £13 10s. c.i.f. Dublin. The result is that British news has been getting little of the 1927 trade. Publishers state that they would much prefer to buy their newsprint from Empire sources, but this disparity in price is too great a handicap at present. It is understood that the British price is likely to be reduced to £15 10s. in the near future, which with its superior quality will bring it more in line with foreign quotations, although the handicap is still great.

PACKING

The Scandinavian and German mills employ largely the barrel packing in shipments to this country. The reels are wrapped with several thicknesses of good strong mill wrapper, and the whole encased in wood with metal strapping. The method is costly and adds about 5 per cent to the freight charges. Some of the Dutch mills protect the edges of the rolls with a metal strap about four inches in width wrapped around each end, with a third around the middle. This method is said to be fairly effective and has the advantage of cutting down the tare, with a resultant saving in freight charges. English mills shipping to this country use only a good strong sulphite paper wrapper with extra thickness on the ends. Results are said to compare favourably with other forms of packing, and there is no doubt that this method is most desirable from every point of view, provided reasonable care is exercised by the stevedore in handling the reels.

AUSTRALIAN PRODUCTION STATISTICS

C. HARTLETT, OFFICE OF THE TRADE COMMISSIONER

Melbourne, September 7, 1927.—The following summary of Australian production for the year ended June 30, 1926, recently issued by the Commonwealth Statistician and Actuary, gives interesting information respecting the development of the principal industries of the country:—

AGRICULTURAL, PASTORAL, AND DAIRYING INDUSTRIES

Of the total area of Australia, 173,279,819 acres, or about 9 per cent, have been either alienated or are in the process of alienation; 929,847,466 acres, or 49 per cent, are held under lease or license, leaving a balance of 800,604,955 acres, or 42 per cent, still in the hands of the Crown.

The 1925-26 season was not a favourable one for agriculture in Australia owing to droughty conditions, and the total area under crop amounted to 16,793,578 acres, or half a million acres less than the previous year, while the value of the produce totalled £89,267,233, making an average return of £5 6s. 4d. per acre.

Large sheep gains were recorded in all states as the result of the sound wool position, and the number enumerated early in 1926 was 103,563,218, the greatest number since the record year 1891, when 106,421,068 sheep were depastured in Australia. Concurrent with the increased sheep numbers, the production of wool totalled 830,459,607 pounds weight, the record quantity produced to date. Cattle and horses declined slightly, but pigs increased to 1,128,374. Slaughterings were as follows: sheep, 11,011,471; cattle, 2,434,424; pigs, 1,333,685. The value of pastoral production amounted to £113,327,000. Reflecting the unfavourable season, the production of the dairying industry declined during the year, but increased prices were obtained for dairy produce and the value of the production was £47,161,000.

Permanent employment was provided for 432,134 persons in the agricultural, pastoral, and dairying industries, and the value of the implements and machinery used in these occupations was estimated at £43,000,000. The value of the production amounted to £249,755,000, of which £123,849,000 was shipped overseas.

MANUFACTURING INDUSTRIES

Progress has been made in Australian factories during the year. More than 400 new factories were established, and 11,000 additional hands employed. Extra capital invested in land, buildings, plant, and machinery amounted to £8,000,000. The total value of the output of Australian factories was £400,342,393, while the value added in process of manufacture, the real measure of manufacturing production, was £155,424,259, or £338 per employee.

TOTAL PRODUCTION

The total value of the production of all recorded industries in Australia during 1925-26 was £430,387,000, or an average of £71 16s. 6d. per head of population.

TRADE OF WESTERN SAMOA

ACTING TRADE COMMISSIONER PAUL SYKES

Auckland, September 9, 1927.—Western Samoa includes the islands of Upolu, Savai'i, Apolima, and Manono, together with several smaller islets, lying between the thirteenth and fifteenth degrees of south latitude and the 171st and 173rd degrees of longitude west from Greenwich. The principal islands are Savai'i and Upolu. Savai'i is the larger of the two and has a total area of 703 square miles, while Upolu covers about 430 square miles. The latter, however, is the more fertile and prosperous and contains the capital of Apia.

Following its formal "recognition" by white people in 1838, and the Anglo-German Agreement of November 14, 1899, by which Western Samoa was granted to Germany and Eastern Samoa to the United States, the Western Samoan group of islands was in 1914 occupied by a New Zealand Expeditionary Force and has since been administered by the New Zealand Government under mandate of the League of Nations. Civil administration and a constitution and legal system have been provided for by Orders in Council of May 1, 1920, and the Samoa Act, 1921.

The total population of the islands of Western Samoa in January, 1926, was 40,231, of which 36,688 were natives, 2,498 Europeans and half-castes, and the remainder Chinese, Melanesians, or Polynesians.

Exports and imports for the last ten years have been as follows:—

Year	Exports	Imports
1917	£320,444	£301,173
1918	306,640	309,396
1919	532,500	291,368
1920	386,587	561,153
1921	241,539	408,892
1922	365,610	282,939
1923	288,774	268,881
1924	361,418	274,803
1925	379,388	345,989
1926	320,783	324,940

EXPORT TRADE

The principal countries to which exports are made, together with figures for the year 1926, are as follows: United Kingdom, £141,000; Germany, £78,000; United States, £17,000; Australia, £16,000; and New Zealand, £4,000. In addition, Holland has been a large consumer of Samoan produce, while certain smaller quantities of goods are shipped to Canada as well as to European countries other than those enumerated.

Samoa's chief item of export is copra, of which shipments during recent years have averaged some 14,000 tons, of a value of approximately £300,000. These exports, which formerly were largely destined for United States ports, have during recent years been made chiefly to the United Kingdom and European countries. Cocoa beans are of secondary importance as an export commodity and account roughly for some 10 per cent of the total value of exports. Shipments of rubber, which ceased in 1918, were resumed in 1925 and during 1926 amounted in value to £6,702.

IMPORT TRADE

New Zealand supplies an increasingly large proportion of Samoan import requirements. In 1926 this amount made up £83,728 (over 25 per cent) of the total value of imports of £324,940. Australia also supplies a large part of the demand for imported commodities, while goods from the United Kingdom and the United States are also bought annually in amounts averaging some £50,000. Importations of Canadian goods are small and definite data concerning the amount are not available, but some indication may be gained from the fact that Canadian exports to Western Samoa and other British Oceania have during recent years averaged slightly less than \$100,000.

Among the more important commodities imported are potted and preserved meats, sugar, butter, machinery, drapery, hardware, lumber, etc. In general, foodstuffs and unmanufactured goods are brought in from New Zealand and Australia; certain amounts of manufactured commodities are also received via New Zealand and Australian ports; while the bulk of the demand for manufactured commodities is met by purchases from the United Kingdom and the United States.

SAMOAN CUSTOMS DUTIES

Under the Samoan Customs Consolidation Order, 1923, certain foodstuffs, machinery, and other articles are exempt from customs duties. Specific duties are levied on cigars, cigarettes and tobacco, while all other articles are dutiable at 15 per cent if admitted under the British preferential tariff or at 22½ per cent if they are of foreign origin or manufacture.

TRADE OF BRITISH GUIANA FOR 1926

ACTING TRADE COMMISSIONER R. T. YOUNG

Port of Spain, September 14, 1927.—The year 1926 was one of great depression throughout the Colony. The prolonged drought which began early in September 1925, and which was not broken until the latter part of May 1926, had a malign influence on local production and consequently on trade in general. The effect of this trade depression on the revenue is reflected in the collections of the Customs Department, the total net amount received during the year having been \$3,558,479.99 as compared with \$3,890,404.57 for 1925, a decrease of \$331,924.58.

The total volume of imports (less re-exports) and exports for domestic produce during each of the past five years was as follows:—

	1922	1923	1924	1925	1926
Imports (net)	\$11,004,414	\$12,811,011	\$13,171,898	\$13,960,483	\$12,474,852
Exports (domestic produce) . .	13,123,535	17,395,207	15,553,377	14,242,059	12,249,006
Total volume of trade . . .	\$24,127,949	\$30,206,218	\$28,725,275	\$28,202,542	\$24,723,858

It will be seen that the total trade of the Colony during 1926 was considerably less than that of any other year of the quinquennium with the exception of 1922; and even when a comparison is made with that year it is seen that the figures for 1926 are less satisfactory as there was an adverse balance, whereas, in 1922 exports exceeded imports by over two million dollars.

The export trade for the year totalled \$13,123,703, of which \$874,697 were re-exports. There was a decrease in value of exports in nearly all of the principal products of the Colony when compared with 1925, the exceptions being molasses, lumber, timber and copra. The quantity of molasses shipped was 50 per cent more than that during 1925, but the value increased by only 3 per cent. Quantity and value of copra exported were nearly double those of 1925. Sugar exports fell off to the extent of 15 per cent in volume, and 12 per cent in value.

Rice exports were 2,914 tons as compared with 6,918 tons in 1925, a falling-off of 60 per cent. Not only was the drought responsible for the shortage in the exports of rice and sugar, but it also created difficulties in the matter of transport of forest products, and retarded operations in the balata grants.

Exports of bauxite showed a further increase, but there was a considerable falling-off in the exports of both gold and diamonds. The exploitation of the latter was greatly hampered by the scarcity of water in the mining areas.

The United Kingdom is credited with 38 per cent of the aggregate value of the export trade for 1926, and Canada with 35 per cent. Seventy-five per cent of the sugar exported went to Canada, and the balance to the mother country. As has been stated, there was a further considerable increase in the exports of copra, 90 per cent of which was taken by the United Kingdom; while, 98 per cent of the coffee exported went to Holland.

The total volume of trade exclusive of transit trade during the last three years shows the following percentage divisions:—

Territorial Group	1924-25	1926
	Per Cent	Per Cent
United States.	10	11
Other foreign countries	9	12
United Kingdom.	47	42
Canada.	28	29
British West Indies.	5	5
Rest of Empire.	1	1

Imports are valued for statistical purposes as they lie in the port of entry, such value consisting of invoice value excluding trade and other discounts but plus freight, insurance, and value of packages in which the goods are contained. In other words, the value of imports is given c.i.f.

The items responsible for the main increases during 1926, when compared with the average for the four years immediately preceding, were: butter substitutes, flour, cornmeal, jams and jellies, preserved fruit, canned meats, condensed milk, edible oils, vegetables (fresh and dried), bags and sacks, twine, metal manufactures and common soap. Decreases occurred chiefly in fine salt, raw cocoa, raw coffee, matches, glue, and machinery.

Of the imports for the year, 77 per cent were from Empire countries. The United Kingdom is credited with 47 per cent (\$5,911,406), followed by Canada with 24 per cent (\$2,961,310) and the United States with 15 per cent (\$1,900,762). The principal articles imported from these, the principal sources of supply, were: cotton piece goods and manufactures of all kinds, metal and metal manufactures, machinery, beer and ale, soap, edible oils, and manufactured tobacco from the United Kingdom; flour, cheese, fish, and condensed milk from Canada; and pickled meats, tobacco-in-leaf, and coal from the United States.

NOTES ON THE PRINCIPAL IMPORTS

The following is a brief analysis of the inward trade under the principal headings.

Apparel.—Imports, \$177,863, as compared with \$229,748 in 1925: United Kingdom, \$132,000; United States, \$41,158; Canada, \$1,868; and Germany, \$1,112.

Piece Goods.—Imports, 8,528,769 yards (\$1,154,977), as compared with 9,905,949 yards (\$1,544,213) in 1925: United Kingdom, 7,711,920 yards (\$1,056,999); United States 774,021 yards (\$84,974); Canada, 18,021 yards (\$2,830); Germany, 12,750 yards. (\$5,505).

Hosiery.—Imports, \$55,041, as against \$57,188 in 1925: United States, \$36,077; United Kingdom, \$13,941; and Canada, \$4,010.

Silk Manufactures.—Imports, \$77,094, as compared with \$80,877 in 1925: United Kingdom, \$35,327; Canada, \$19,950; Japan, \$10,938.

Boots and Shoes.—Imports, 14,130 dozen pairs (\$209,827) as against 15,226 dozen pairs (\$265,689) in 1925. Sources of supply were as follows: Canada, 6,394 dozen pairs (\$70,817); United Kingdom, 5,878 (\$123,020); United States, 620 (\$8,645).

Brooms and Brushes.—Imports, 5,770 dozen (\$14,650), as compared with 6,176 dozen (\$16,803) in 1925. Canada was again the main source of supply: 2,390 dozen (\$7,581); United Kingdom, 1,783 (\$5,305); Germany, 1,253 (\$1,069).

Soap (Common).—Imports, 2,366,290 pounds (\$222,105), as compared with 2,138,467 pounds (\$193,696) in 1925: United Kingdom, 2,352,003 pounds (\$220,871); Holland, 13,315 pounds (\$996). Canada supplied only 425 pounds (\$55).

Biscuits, Bread and Cakes—Unsweetened (in tins).—This classification covers principally imports of soda crackers, of which 138,814 pounds (\$30,687) were imported as against 141,639 pounds (\$33,725) in 1925: Canada, 122,342 pounds (\$25,928); United States (\$5,374); United Kingdom (\$3,494).

Biscuits, all Other Kinds.—Imports, 47,968 pounds (\$17,998), as compared with 58,881 pounds (\$23,457) in 1925: United Kingdom, 46,352 pounds (\$17,598).

Butter.—Imports, 531,544 pounds (\$185,752) as against 532,640 pounds (\$191,791) in 1925: United Kingdom, 196,593 pounds (\$59,951); Canada, 154,822 pounds (\$70,937); France, 125,273 pounds (\$32,334). The United States, Denmark, Holland and Spain were small contributors.

Cheese.—Imports, 229,388 pounds (\$53,371) as against 241,125 pounds (\$61,442) in 1925: Canada, 184,711 pounds (\$44,372); Holland, 40,158 pounds (\$9,600).

Confectionery.—A fair market would appear to exist for exports under this classification. Imports, 94,050 pounds (\$31,566) as against 92,632 pounds (\$34,413) in 1925: United Kingdom, \$2,706 pounds (\$30,888); Canada, 5,355 pounds (\$2,037).

Fish, Canned or Preserved.—Imports, 479,691 pounds (\$94,400) as against 619,615 pounds (\$110,448) in 1925: Canada, 228,116 pounds (\$38,697); United States, 192,955 (\$41,732); United Kingdom, 28,732 pounds (\$6,576). Other sources of supply were Portugal, Holland and Norway.

Salmon and Mackerel (Pickled).—Imports, 2,941 barrels (\$39,489), as against 4,198 barrels (\$56,341) in 1925: Canada, 2,922 barrels (\$39,239).

Fish, Smoked or Dried.—Imports, 31,285 cwt. (112 pounds) valued at \$236,928, as compared with 34,554 cwt. valued at \$322,778 in 1925: United Kingdom, 20,764 cwt. (\$139,729); Canada, 9,618 cwt. (\$77,965).

Lard and Lard Substitutes.—Imports, 350,072 pounds (\$51,759), as against 363,109 pounds (\$56,560) in 1925: United Kingdom, 207,816 pounds (\$27,492); Canada, 122,226 pounds (\$20,351); United States, 18,780 pounds (\$3,758). The balance came from Holland.

Meats, Fresh (including Poultry and Game).—Imports, Canada, 16,525 pounds (\$2,938), as against 10,183 pounds (\$2,131) in 1925.

Meats, Canned.—Imports, 115,686 pounds (\$28,647), as against 110,266 pounds (\$26,316) in 1925: United States, 59,494 pounds (\$13,653); United Kingdom, 36,786 pounds (\$9,965); Uruguay, 8,820 pounds (\$1,813); Canada, 1,763 pounds (\$406).

Beef and Pork (Salted or Pickled).—Imports, 13,520 barrels (\$318,743), as compared with 13,107 barrels (\$332,681) in 1925: United States, 10,539 barrels (\$268,436); Canada, 2,037 (\$27,700). The United Kingdom was an unimportant contributor, and small transshipments came from British West Indies.

Bacon, Hams, etc.—Imports, 208,840 pounds (\$71,356) as against 204,682 pounds (\$65,850) in 1925: United States, 139,703 pounds (\$48,010); Canada, 34,750 pounds (\$11,896); United Kingdom, 33,719 pounds (\$11,271).

Milk, Condensed.—This forms one of the principal imports of the colony. Imports, \$13,656 pounds (\$160,407), as compared with 789,495 pounds (\$155,349) in 1925: Canada, 633,420 pounds (\$124,938). Other sources of supply were the United Kingdom, Holland, the British West Indies (transshipments), the United States, and Denmark.

Flour (Wheat).—Imports, 184,492 bags (196 pounds) valued at \$1,478,701, as compared with 151,822 bags valued at \$1,359,509 in 1925: Canada, 181,265 bags (\$1,450,932); United States, 2,587 bags (\$22,075).

Cornmeal.—Imports, 4,049 bags (98 pounds) valued at \$23,086, as against 2,710 bags valued at \$19,018 in 1925: United States, 2,639 bags (\$15,044). The balance of 1,410 bags (\$8,042) came from Canada.

Beans, Peas and Lentils.—Imports, 2,385,742 pounds (\$97,033), as compared with 2,362,378 pounds (\$97,410) in 1925. Apart from supplies from the British East Indies, which amounted to slightly over 900,000 pounds, the principal source of supply was the United Kingdom with 541,783 pounds (\$21,976), followed by Canada with 505,255 pounds (\$20,878). Other sources were the United States, Holland, and France.

Vegetables, Fresh.—Imports, \$273,559, as against \$227,348 in 1925. Canada last year was credited with \$10,700 (principally potatoes), but the chief source of supply was Holland, which furnished to the value of \$143,084.

The trade in onions amounting to 1,752,528 pounds (\$70,891), as against 1,441,631 pounds valued at \$63,983 in 1925, is not included in the above. Portuguese possessions, 821,797 pounds (\$32,007); Holland, 599,959 pounds (\$21,384); British West Indies, 137,230 pounds (\$5,691). Other suppliers were Portugal, the United Kingdom, and Egypt.

Vegetables, Dried, Canned or Preserved.—Imports, 92,810 pounds (\$13,777), as against 56,555 pounds (\$9,075) in 1925. Holland, Portugal, and the United Kingdom supplied the bulk of this trade, Canada's share amounted to 3,846 pounds (\$426).

Hay and Chaff.—Imports, 491,306 pounds (\$8,868), as against 344,360 pounds (\$6,778) in 1925: Canada, 468,681 pounds (\$8,312), the balance from the United States.

Oats.—Imports, 4,875,557 pounds (\$110,628), as against 4,652,389 pounds (\$120,019) in 1925: Canada, 4,519,612 pounds (\$102,880); United States, 297,545 pounds (\$6,367); United Kingdom, 50,400 pounds (\$1,134).

Oilmeal and Oilcake.—Imports, 708,806 pounds (\$20,692), as compared with 675,125 pounds (\$21,113) in 1925. Canada supplied 564,181 pounds (\$16,755). Other sources of supply were the United States and British West Indies.

Motor Cars.—Imports, 275 cans (155,292), as compared with 227 (\$147,486) in 1925: Canada, 231 (\$114,102); United States, 26 (\$25,620); United Kingdom, 18 (\$15,570).

Imports of motor car parts, \$29,286, as against \$36,260 in 1925: United States, \$20,489; Canada, \$4,596; United Kingdom, \$4,741.

Grease.—Imports, 987,076 pounds (\$86,686), as against 1,114,964 pounds (\$96,541) in 1925: United States, 534,325 pounds (\$52,937); Canada, 246,578 (\$17,763); United Kingdom, 199,835 pounds (\$15,519).

Fertilizers.—Imports (artificial), 8,763 tons (\$445,507), as compared with 10,001 tons (\$548,241) in 1925. The principal sources of supply were the United Kingdom, the United States, Holland, and Canada (\$94,209).

Patent and Proprietary Medicines.—A large trade appears to be done in medicines coming under this classification, particularly in those not recognized by the British Pharmacopœia, and not containing spirits over the strength of proof. Imports, \$95,609, as compared with \$147,646 in 1925: United Kingdom, \$38,158; United States, \$38,941; and Canada, \$11,143.

Cement.—Imports, 28,156 barrels (\$91,913), as compared with 36,442 barrels (\$119,136) in 1925: United Kingdom, 11,810 barrels (\$40,347); Canada, 10,000 barrels (\$33,260). Other sources of supply were Belgium and Holland.

Calcium Carbide.—Imports, 62,378 pounds (\$3,241), as compared with 57,613 pounds (\$3,332) in 1925: Canada, 32,600 pounds (\$1,861); Holland, 15,600 pounds (\$664); United States, 10,168 pounds (\$516).

Wood and Timber.—Imports of pitch pine, undressed, 1,322,641 superficial feet (\$79,660), as compared with 1,306,056 feet (\$77,309) in 1925: United States, 1,190,328 feet (\$73,044); Canada the balance (\$6,616). Imports of timber undressed, other than pitch pine 2,390,628 feet (\$122,000), as compared with 2,716,983 feet (\$156,978) in 1925: Canada, 2,365,171 feet (\$119,975). Wood and timber manufactured, \$87,379; \$77,006 in 1925: Canada, \$36,566; United States, \$30,957; United Kingdom, \$15,095. Other sources of supply were negligible.

PROPOSED WEST INDIAN AIR TRANSPORT SERVICE

ACTING TRADE COMMISSIONER R. T. YOUNG

Port of Spain, October 1, 1927.—The British Air Ministry has supplied the following information with reference to a proposed system of air transportation throughout the West Indies. This service is one that has been suggested from time to time, and it is regarded with much local interest, as it is well known that one of the greatest drawbacks to the economic prosperity of these islands, and to British Guiana, Honduras, and the mainland of South America, is the lack of regular and quick communication.

The West Indies form a favourable field for air transport. Consisting of a group of islands which extend over approximately 1,800 miles, and separated by considerable distances, they are placed in such a position as to derive the maximum benefit from the rapid transportation afforded by an air service, while from the technical point of view seagoing aircraft would encounter few operating difficulties. As yet no final conclusions have been reached by the Air Ministry, but it is generally conceded that an air service covering the whole of the British West Indies, owing to the fact that such a service would require to be subsidized, is at the moment impracticable.

It has therefore been suggested that local services should first be established in those colonies which offer the best opportunities commercially, increasing them gradually to embrace the whole area. The following routes have been proposed as offering the greatest advantages for early success:—

- (a) A service in British Guiana.
- (b) A service from British Guiana to Trinidad.
- (c) A coastal service from Trinidad to Curacao and Maracaibo.
- (d) A service from Trinidad to Barbados.

In respect to the first service proposed, conditions prevailing in British Guiana are peculiarly favourable for air transport from Georgetown to the interior, where a floating population of 180,000 or over is employed in the

diamond and gold mines. At present communication is by river, which at the best of times is precarious. Accidents involving loss of freight and of life are frequent in the rapids and whirlpools, while during times of flood river traffic is often suspended, with the result that food supplies run short in the interior. The river journey at present occupies two to three weeks, but could be flown in one and a half hours.

With reference to the second of the proposed services, British Guiana to Trinidad, the mail both ways would be speeded up. At present mails from the United Kingdom for British Guiana are forwarded to Trinidad, where they must await local sailings and as a result are sometimes delayed as much as a week. The same applies to outward mails from the South American colony. Trinidad to Georgetown is 350 miles and could be flown in a little over three hours. The cost of establishing an air service is estimated to be less than would be involved in improving the steamship services.

Because of the present oil boom in Venezuela and the consequent increase in traffic between Maracaibo, Curacao, and Trinidad, it is considered that the third route outlined would prove commercially feasible.

At present there is considerable traffic between Trinidad and Barbados, and as a supplement to the existing steamship services, it is believed that a fast air service, provided rates were reasonable, would prove a paying proposition. The journey would take about two hours, and would form the basis for a future service to the Windward and Leeward Islands.

CANADIAN PRODUCTS FOR THE RHINE

TRADE COMMISSIONER A. B. MUDDIMAN

Rotterdam, September 27, 1927.—Due to the highly mechanized methods by which the German mining industry is carried on, there seems to be little or no market for Canadian hay in the Ruhr coalfields. The same applies to pick handles. The absence of man-power in the Cologne area is remarkable in the working of the surface coal deposits. Here the open surface pit is eaten away mechanically, transferred mechanically into chains of electrically driven trucks—all manipulated by a few men in lofty control stations. To see one of these open coal pits at night, all mechanically run under their electric lights, is not only fascinating but gives one some idea of the extent to which modern contrivances have advanced.

HAY

One firm in Essen have from 800 to 900 horses employed in the mines. Lucerne hay is generally used and it is stated that importations have been made indirectly from Canada and Argentina. Since the crop this year is good in quantity, though poor in quality, it is probable that imports will not be required. Mining horses are inclined to gulp their fodder and for this reason coarse hay only is suitable. The horses are unable to gulp Canadian hay. The wide and very advanced use of mechanical power in this area has resulted in a rapid decrease in the numbers of horses employed.

PICK HANDLES

The consumption of pick handles between 1925 and 1927 in the Ruhr area has fallen by as much as from 10 to 20 per cent, owing to the introduction of compressed air drills. The following are the measurements and prices of the customary types of handles in this district.

Length	Eye Dimensions	Price (each)
95 cm.	70 mm. x 30 mm.	37 pfg.
90 cm.	60 mm. x 40 mm.	34 pfg.
80 cm.	60 mm. x 40 mm.	29 pfg.

The prices of handles for stone picks are as follows:—

Length	Eye Dimensions	Price (each)
95 cm.	75 mm. x 45 mm.	46 pfg.

In both cases the wood in use is ash.

MINE SHAFT LATHS

For the mine shaft laths the wood in use is either jarrah wood or pitch pine. The prices for jarrah wood are 330 marks per cubic metre c.i.f. Hamburg, and for pitch pine 184 marks per cubic metre. If it were possible for Canadian firms to supply wood at prices competitive with the above, the local market has considerable possibilities.

THE FLAX SITUATION

Some very interesting facts concerning the linen trade were given recently at the Drapers' Summer School, held at Cambridge, writes a correspondent in the London *Economist* of October 1. One of the speakers, who had recently visited America, said that the post-war prosperity of that country and the cultivation of taste in house-furnishing were keeping certain of the Ulster linen houses working night and day. Tablecloths of beautiful design and fine quality, together with other household napery, were in popular demand among American housewives, and this accentuates the fact, plainly discernible in the age-long history of linen fabrics, that linen is a luxury product, finding its greatest general demand in times of prosperity, while in bad times demand is lessened to those classes least affected by economic depression.

Linen is, by tradition, a "royal" fabric, and whenever it has come into less exalted use its possession has always been prized. Many letters have appeared during the past few weeks in the *Times*, written by owners of fine examples of linen manufacture, which have been family heirlooms for centuries. This exemplifies one of its many qualities—its great durability. But a few centuries more or less is a small period of time in the life of a fine linen fabric. Pieces not less than 6,000 years old have been found in the Egyptian tombs. Chemical analysis of such fabrics show them to be indistinguishable from modern fabrics, the only advance made during the intervening thousands of years being due to an improved mechanism, which to-day permits the production of linen with a fibre nearly as fine as a spider's thread.

But in spite of the welcome American demand the market for flax fibre, the raw material from which linen is made, has been the cause of much anxiety to those engaged in linen manufacture during the past few months. Prices have soared so high during the present year, while there has been such a serious lag in selling prices of manufactured linen goods, that the situation is one which holds many anxieties, as well as serious difficulties, for manufacturing interests outside those which cater for what may be called luxury production.

PRICES

Where a special market, such as the American is served, prices do not, perhaps, matter so much; but flax has many other uses besides ministering to domestic luxury. Tailors, shoemakers, and harness makers use the coarser flax fibres in their threads, and fishermen use it in lines, nets, and ropes. It is woven into scores of fabrics, which, in their varying qualities, go to make dress linens, handkerchiefs, aprons, shirtings, collars, surgical bandages, sheets, canvases, towel, and balloon and aeroplane fabrics, to mention but a few of them. There are, besides, "drills" for riding-breeches, "ducks" for tents and sailcloths, while lace textures of linen thread are produced in multitudinous varieties in many countries. It is in such industries that the high price of flax is most keenly felt.

Early this month the prices of the two qualities of flax fibre in most general use in Great Britain stood at about £116 per ton. The effect of such prices is summed up as follows in a recent note in *Dundee Prices Current*, the trade journal of the flax and jute industries:—

"The supply of flax may be as acute as it appears to be, but spinners cannot pay prices £20 to £30 per ton more than they can recover, and they are without expectation of obtaining prices anywhere approaching the raw material cost."

This would appear to indicate that a considerable advance may be expected shortly in the price of manufactured linen goods, unless this year's crop permits a larger supply of flax fibre to come on the market to make up for last year's marketing shortage.

The flax market during the past three or four years offers a striking example of crop and price fluctuation, in response to supply and demand; yet perhaps no crop is less fitted to be subject to harsh marketing treatment, owing to the special knowledge and experience necessary in its cultivation and preparation for use. The following table, in which prices for Latvian (Livonian) and Russian fibres only are given as having most interest among manufacturers in England, will give some idea of price vagaries:—

FLAX VALUES IN THE UNITED KINGDOM

(In £ per Ton at January 1)

	1913	1923	1924	1925	1926	1927
Livonian ZK.. . . .	42	93	90	122	70	57
Russian (Bejetsky) .. .	44	105	90	133	83	64

The prices at September 7, 1927, were: Livonian, £116; Russian, £115.

From these figures it will be seen that prices have advanced by more than 100 per cent for one class of flax since January 1 this year, and by nearly 200 per cent since 1913. The present instability in prices seems to have begun in 1924, in which year the linen industry showed no signs of recovering from the post-war crisis of 1920, which affected so many other industries. The upward movement of 1924, which reflected the general recovery from war conditions and their aftermath, resulted in larger areas being put into flax in 1925 in the principal producing countries. The optimism shown by cultivators was proved by events to be premature, since the larger supplies of fibre forced down prices. In consequence, less flax was sown in 1926, and present prices reflect the shortage of supply, as well as the uncertainty attending the results of this year's crop, owing to excessive rain and unfavourable conditions in many countries.

But though such general conditions contribute to the present flax shortage, with its high prices, the principal cause lies in the fact that the supply from Russia, which has always been the greatest producer of the raw material, has been seriously shortened. Fortunately, the acreage laid down to flax in 1927 shows an increase likely to have some effect on prices as soon as reliable figures are available of the output. The world's supply of flax is grown in Europe, and the following table shows the principal producing countries, with their acreage sown for 1926 and 1927, and the crop estimate for the supply now harvesting:—

AREA UNDER FLAX IN EUROPE

	Acrea	Acrea	Inc. or Dec. %	Production 1927 Tons
	1926	1927	(Approx.)	(Approx.)
France	58,266	58,912	+ 1	17,600
Holland	34,000	27,000	— 20	6,800
Belgium	59,000	70,000	+ 25	29,000
Germany	56,000	90,000	+ 60	30,000
Latvia.. . . .	160,000	175,000	+ 10	22,000
Estonia	85,000	100,000	+ 15	12,000
Poland.. . . .	265,000	330,000	+ 25	73,000
Lithuania.. . . .	202,000	250,000	+ 25	45,000
Russia.. . . .	3,258,000	(unknown)	..	200,000

These figures can only be taken as approximate estimates, owing to the fact that less authentic information is available concerning flax than any other fibre. They do serve to show, however, roughly, that there is a large increase in flax-growing in the principal producing countries, which should before long have its effect on supplies and prices. The figures also serve to show the dependence on the Russian output.

RUSSIA AS A PRODUCER

In pre-war days, when linen was in more general use and world-production of flax fibre averaged some half-million tons a year, Russia grew roughly 75 per cent of this amount. During the war flax-growing in Russia not unnaturally suffered a setback, but there has been a steady increase each year since in the area sown. During the five years following the war the area under cultivation was doubled, and to-day the area is approximately that of pre-war years, roughly some $3\frac{1}{4}$ million acres. But a new situation has arisen from the fact that Russian exports considerably less flax now than before the war, reserving a larger quantity for her own manufacturing industry. The annual pre-war requirements of Russian industry averaged some 5 million poods.* In 1925-26 Russian industries absorbed $10\frac{1}{2}$ million poods, estimated to have increased during the past year, 1926-27, to some 11 million poods. In other words, from a total production of about 200,000 tons Russia now requires some 170,000 tons for home use.

A good deal of this flax is absorbed by peasant industries. The following table, which gives the area (in hectares) laid down to flax and the annual exports, bears out this increasing home consumption, since although area in 1926-27 was practically double that of 1923-24, exports were about the same:—

RUSSIAN EXPORTS COMPARED WITH AREA SOWN

Season	Area Hectares	Exports Tons
1922-23	745,000	34,400
1923-24	841,000	29,140
1924-25	1,046,000	52,600
1925-26	1,448,097	65,520
1926-27	1,303,000	35,000

But there is further hope for the future of world supplies of flax in the fact that Russian possibilities of flax production are not nearly what they might be, the Russian yield being poorer than in any other flax-growing country. Any improvement in seed and in agricultural efficiency would, without extending the area at present sown, provide a good deal more fibre for export, and with the growing world demand reflected in current prices something in this direction may perhaps be expected. If the output of the Baltic States, formerly included in Russian statistics, be added to the anticipated Russian output for this year the figure of total production still falls short by some 50,000 tons of that of pre-war days, when Russian and its Baltic possessions (now independent states) produced some 400,000 tons of the world's supply of half-a-million tons annually.

EMPIRE SOURCES OF SUPPLY

So far as the British Empire is concerned, flax-growing shows a decline even in the principal area given up to its cultivation, Northern Ireland, where the acreage for 1927 is officially stated to be 26,344, as compared with 30,524 acres last year. Southern Ireland has allowed its flax to become a negligible quantity. In 1920, according to a statement made in the Dail on May 4, flax was grown in twenty counties of the Free State, the total acreage in that year being 34,000. In 1926 flax was grown in only three counties, the total acreage having shrunk to 7,000. Flax-growing in England, although attended with some show of success during the war, may be written down a failure. Of the

* 1 pood=36 lbs.

twelve Government factories then established only two remain. About 1,000 acres a year are still planted in Somerset, and the industry is carried on by a company on a purely commercial basis. Empire flax-growing would not appear to be more successful than home efforts, although there are many places in which both land and climate are suitable and where supplies of cheap labour are available. Much was expected from the efforts made in Kenya Colony, and in 1921 some 30,000 acres were harvested there. In 1924 the area under crop fell to 3,000 acres, and in 1925 to 552 acres. The 1926 agricultural census for the colony gives 66 acres as being planted in flax. Enough was done to show that fibre of good quality can be grown there, but the ex-officers and others who were engaged in the work were without experience of a product which needs expert knowledge even more than enthusiasm. In Canada and Australia flax can be grown, but the cost of labour is against success, in spite of much encouragement given. Operations in Cyprus have been attended with more success. In 1924 sowings were made, and the fibre fetched good prices in both Ireland and Scotland. In 1925 some 20 tons of Belgian seed were sown, and 114 tons of scutched flax were prepared for shipment. There is every indication that flax-growing will become an important industry in the island. India, perhaps, holds out the greatest possibilities for Empire flax. As long ago as 1854 the Government induced the natives in the Punjab to plant 250,000 acres of flax. A fibre of fair quality resulted, and the enterprise was profitable to growers. In less than ten years the fibre industry lapsed, although the plant is still cultivated on a large scale for linseed. In many other provinces flax could be profitably grown for the fibre, but the native is unfamiliar with the preparing processes, and has little incentive to learn them, while linseed, with its less exacting demands, produces such a good profit.

From the foregoing it is evident that world supplies of flax are not likely to be affected by crops grown in Great Britain and Ireland, or within the British Empire, and that for many years, at any rate, the principal sources of supply will continue to be Russia and the Baltic States, the finer qualities of flax coming, as before, from Belgium, Holland, and France. Much interest attaches to the harvesting statistics of the 1927 crop, for on that, with its welcome increase in many countries, depends the trend of future prices, and without lower prices there is some fear that the linen industry may be compelled to shorten production, with necessary short-time or unemployment for workers.

THE DECLINE IN THE VALUE OF THE YEN

ASSISTANT TRADE COMMISSIONER RICHARD GREW

Kobe, September 22, 1927.—A large part of the business community is surprised and concerned at the continued downward trend of the yen, which has lately been of a rather precipitous character, and that too during what is, generally speaking, the season of sustained export surplus as far as interchange of merchandise with foreign nations is concerned. Leading bankers and financiers point out that many factors outside of foreign trade have been at work, more than offsetting the good so far accomplished in that department of the country's economic activity.

In the absence of loan and discount opportunities large enough to absorb the surplus, the banks have bought a considerable volume of state, municipal, and first-rate corporation bonds and debentures. Their persistent attention to this class of securities soon caused this outlet for their surplus funds to reach a point where no further investments could be made without risking diminishing returns and where the margin of safety demanded by such conservative investors was lacking.

These bankers and insurance men then turned their attention to foreign markets for investments. They found that most Japanese dollar and sterling bonds floated in New York and London were selling far below their intrinsic value, largely because foreign investors, lacking a true perspective of the situation in Japan since the spring crisis and misled by exaggerated reports as to financial conditions in that country, were giving lukewarm support. These securities, bankers and insurance men found, yield a handsome return on their investment even taking into consideration the prevailing unfavourable rate of exchange. The attractions of this buying operation of Japanese external loans are manifold, beside affording an unlimited outlet for the now excess accumulation of funds.

Another side of Japanese banker investments in Japanese obligations in foreign countries is that in most instances they are well protected against a loss from a possible recovery of the yen in terms of foreign money by careful calculation when making the investment venture. On the other hand, a possible further decline in yen exchange should prove a boon to these bankers as that will mean a corresponding inventory profit in terms of the yen for their foreign security holdings which they can cash at any time to bring over into this country if demand conditions in the money market here justifies such a course. This shows that Japan is fast emerging from isolation in international money relationship and that funds will flow to any world financial centre where investment opportunity is most attractive and where financial stability inspires confidence.

In this connection the fact is recalled in Japanese financial circles that a great deal of American capital has been flowing into this country for some time, attracted by the more promising investment opportunities offered here, and this business was beginning to assume important proportions in opening up the way for a closer relationship of Japan with the vast credit resources of the United States when the spring crisis shattered the confidence of investors and temporarily retarded the arrival of such a period.

ASSISTANCE THAT CAN BE GIVEN BY CANADIAN TRADE COMMISSIONERS

Many manufacturers and exporters apparently are not fully advised as to the valuable services that can be rendered by Canadian Trade Commissioners. The attached is therefore issued with a view to rendering the activities of Canadian Trade Commissioners of greater use to manufacturers and exporters generally.

COMMERCIAL INFORMATION

1. Manufacturers and exporters can receive up-to-date information through the *Commercial Intelligence Journal* or by direct correspondence with the Department or any of the Canadian Trade Commissioners as to:—

- (a) The present and prospective demand for their goods.
- (b) Foreign and local competition (with specimens, catalogues and prices).
- (c) Details of best selling methods.
- (d) Reports on foreign buyers, though the Department cannot assume any responsibility in any opinions expressed by Trade Commissioners. They, however, will use their best endeavours to advise exporters as to the standing of such firms.
- (e) Specifications of articles in particular demand.
- (f) Inquiries for goods, and by means of an efficient system for collecting such inquiries the names can be obtained from time to time from the Commercial Intelligence Branch of the Department at Ottawa.

AGENTS, BUYERS, AND DISTRIBUTORS

2. Trade Commissioners will also:—

- (a) Recommend to intending exporters the names of responsible parties in a position to act as agents or buyers and distributors.
- (b) Give every possible assistance to such agents, etc., and will introduce them to influential individuals or associations who may be in a position to buy goods from Canada.
- (c) Give confidential information, when so requested, as to the activities of agents appointed by Canadian exporters, or firms to whom sales have been, or are being, made.

3. Trade Commissioners can assist in advising Canadian exporters and manufacturers:—

- (a) As to the best media in which to place advertisements and the form which such advertisements should take, i.e., their adaptation to the special requirements of the community.
- (b) In the display of catalogues, price lists and samples where they can be seen by potential buyers.
- (c) As to the distribution of trade literature and its probable cost.

GENERAL

- 4. (a) Trade Commissioners will always be glad to receive visitors from Canada and introduce them to possible buyers or agents, or put them in touch with such experts as legal advisers, interpreters, and shipping and banking representatives.
- (b) The good offices of Trade Commissioners can always be invoked with a view to settling difficulties which may arise between the Canadian exporters and buyers abroad.
- (c) Trade Commissioners will at any time provide such information as may be available as to freight rates, customs, port dues, etc., so as to enable Canadian firms to quote prices for delivery overseas. They will be glad also to provide information respecting cost of travel, regulations applicable to commercial travellers, packing and marking of goods, shipping accommodation, storage arrangements, and any other foreign government regulations or conditions which have to be complied with.

FINANCIAL ARRANGEMENTS

5. Particulars can be obtained with regard to:—

- (a) Terms of credit which may be given to foreign buyers.
- (b) Financial houses and banks who will discount bills or give credit.
- (c) Regulations governing the recovery of debts in foreign countries.
- (d) Disposal of goods abroad contracted for but not accepted by foreign buyers.
- (e) Infringement of trade marks or patent rights; and advise on registration.

INFORMATION NECESSARY TO THE TRADE COMMISSIONER

When a Canadian exporter desires the assistance of a Trade Commissioner in marketing his goods abroad, he should in the first letter give that officer the very fullest information in regard to the commodity which he desires to sell as follows:—

- (a) Catalogues and best export prices c.i.f. port of entry, or failing that, f.o.b. Canadian port. It is quite useless to send prices f.o.b. factory.
- (b) Details regarding process of manufacture if convenient.

- (c) If not too bulky, samples of what the firms have to offer should be forwarded—not necessarily a full range—and a draft or money order sufficient to cover the customs duties and landing charges on the samples.
- (d) Bankers' references.
- (e) The proportion of output which is available for export, time required to ship from receipt or order and the quantity for which orders will be accepted.

The Trade Commissioner will thus be in a position to make a survey of his territory, report the opportunities for the lines to be exported, and can then either place the exporter in communication with reliable importers or recommend suitable agents.

CONSULS IN CANADA REPRESENTING LATIN AMERICAN COUNTRIES

The Department of External Affairs has furnished the following list revised to October 1, 1927, of consuls in Canada representing Latin American countries.

Argentina	Officer	Title
Halifax	A. Nagle Jones	Vice-Consul
Montreal	J. Alex. Gordon	Vice-Consul
Ottawa	J. C. Margeirat	Consul-General
St. John, N.B.	Hugh H. McLean	Vice-Consul
Toronto	F. B. Featherstonehaugh	Vice-Consul
Vancouver	F. W. Bernard	Vice-Consul
Victoria	Cecil H. Branson	Vice-Consul
Quebec	J. E. Corriveau	Vice-Consul
Bolivia		
Victoria	C. L. H. Branson	Hon. Consul
Montreal	P. Viau	Consul
Brazil		
Gaspé, P.Q.	C. S. LeBoutillier	Vice-Consul
Gaspé	P. E. Le Gros	Consular Agent
Montreal	Antonio R. Braga	Consul
Montreal	E. J. O. Sullivan	Vice-Consul
Paspebiac, P.Q.	E. A. A. Bouillon	Vice-Consul
Quebec	Thephille Levasseur	Vice-Consul
Quebec	J. B. Morissette	Consular Agent
St. John	F. L. Roderick	Vice-Consul
Toronto	W. S. Kerman	Vice-Consul
Toronto	T. J. Mason	Consular Agent
Vancouver	S. J. Emanuels	Vice-Consul
Vancouver	J. W. Prescott	Consular Agent
Chile		
Montreal	F. J. de Lima	Consul
Toronto	A. G. Guerrero	Hon. Consul
Vancouver	M. P. Morris	Consul-General
Colombia		
Montreal	Jorge A. Gonzalez Ponce	Consul-General
Vancouver	H. J. Morris	Consul
Toronto	R. L. Pereira	Consul
Costa Rica		
Montreal	F. J. de Lima	Hon. Consul
Vancouver	F. G. y Lucas	Hon. Consul
Cuba		
Annapolis	F. C. Whitman	Consul
Bridgewater, N.S.	A. Roberts	Consular Agent
Montreal	A. Sainz de la Pena	Consul
St. John	R. Betancourt y Pairol	Consul
Toronto	C. Barranco y Fernandez	Consul
Yarmouth, N.S.	A. W. Eakins	Consul
Ottawa	P. R. Bonet y Leon	Consul-General

Dominican Republic

Halifax	W. A. Black	Vice-Consul
Montreal	E. J. Godoy	Consul-General
Toronto	A. C. Douglas	Hon. Consul

Ecuador

Vancouver	R. D. Williams	Hon. Vice-Consul
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Guatemala

Montreal	L. G. A. Cressé, K.C.	Hon. Consul
Quebec	J. S. Royer	Hon. Consul
Toronto	G. N. Morang	Consul
Vancouver	C. R. Fripp	Hon. Consul
Winnipeg	C. N. Bell	Consul

Haiti

Halifax	F. W. Dickie	Hon. Consul
Montreal	Joseph Daoust	Consul
Quebec	L. Rouillard	Consul
Toronto	J. A. Gunn	Hon. Consul

Honduras

Montreal	A. C. Midence	Consul
Toronto	R. L. Defries	Consul

Mexico

Quebec	M. Koetz	Consul
Montreal	Erigine Godin	Hon. Consul
St. John	F. S. Stewart	Hon. Consul
Toronto	L. Medina Barrón	Consul-General
Toronto	M. G. Calderon	Vice-Consul
Vancouver	L. Izaguirre	Consul
Victoria	C. H. Branson	Hon. Consul
Winnipeg	A. S. Douglass	Hon. Consul

Nicaragua

Montreal	Paul Viau	Consul
Quebec	A. Déry	Consul

Panama

Halifax	W. A. Black	Consul
Montreal	N. Tétrault	Consul
Toronto	E. Le Feuvre	Hon. Consul
Vancouver	M. P. Morris	Consul

Paraguay

Montreal	Henry Miles	Consul-General
Quebec	E. G. Tanguay	Vice-Consul
Toronto	Frank Yeigh	Vice-Consul
Winnipeg	G. McCombie	Hon. Consul

Peru

Montreal	D. Cuétara	Hon. Consul
Vancouver	Claudio R. Davis	Consul-General
Vancouver	N. R. Fisher	Vice-Consul
Halifax	S. Mendez	Consul

Salvador

Vancouver	E. J. Leveson	Hon. Consul
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Uruguay

Halifax	James Neville	Vice-Consul
Montreal	W. R. Eakin	Hon. Consul
St. John	Cyrus F. Inches	Vice-Consul
Sydney	M. W. McDonald	Hon. Vice-Consul
Vancouver	C. E. Disher	Hon. Vice-Consul

Venezuela

Halifax	R. H. Silver	Vice-Consul
Montreal	A. Baptista	Consul
Toronto	M. Aikins	Hon. Consul

TARIFF CHANGES AND CUSTOMS REGULATIONS

Greek Tariff Changes

Mr. J. C. Macgillivray, Acting Canadian Trade Commissioner in London, has forwarded a copy of a Greek decree effective from August 29, 1927, which cancels the temporary suspension of duties established by a decree of July 11, 1925, on oxen, cows, pigs, goats, sheep, fresh meat, salt meat, birds in general, cheese, cooking butter, margarine, salt, smoked and fresh fish in general, pulse in general, fresh and condensed milk.

Some of these duties—namely on cattle, sheep, swine, and birds—were reimposed in April, 1927 (see *Commercial Intelligence Journal* No. 1221: June 25, 1927, page 776).

When Greek duties are paid in paper drachmae (paper drachma equals 1.33 cents; gold drachma, 19.3 cents) they are subject to a coefficient or multiplier which affects the amount of duty actually collected. The new decree increases the coefficient of conversion of the metallic drachma into paper drachmae to 14 on all commodities except malt, cement, hydraulic lime, petroleum for the New Provinces, and vessels in general.

Italian Decree on Fish Marking Regulations

With reference to the notice in *Commercial Intelligence Journal* No. 1233 (September 17, 1927, page 394) respecting the Italian decree affecting preserved fish products, a translation of the decree in question has now been received from Mr. Jean J. Guay, Canadian Trade Commissioner in Milan, from which the following extracts are taken:—

Article 4.—It is forbidden to either place on the market or in any way destine to consumption fishery products preserved in tins or other recipients which do not bear the following prescribed declarations: (a) name of contents; (b) quality of oil and other substances employed for preservation; (c) net weight of content; (d) name of producer; (e) country of origin. In special circumstances the Ministry of National Economy, in accordance with the Department of the Interior, may grant that declarations (d) and (e) may be substituted with a countersign which should constitute a regularly deposited trade mark. The above-mentioned declarations have to be either embossed or indelibly lithographed on the tins, impressed on wooden recipients, or in relief on glass receptacles. Any label, countersigns or slips of paper placed on tins or recipients must not cover or hide the above-mentioned prescribed declarations or be contrary to them. All the above prescribed regulations have to be also reproduced on the outer coverings in which the tins may eventually be wrapped up.

Article 5.—All fishery products which are imported into the Italian Kingdom in recipients, according to the rules prescribed in Article 4 have to be accompanied by a sanitary certificate visé by the official authorities of the country of origin. Such a certificate has to state that the product has been manufactured under hygienic conditions and gone through a complete sterilization process.

Article 6.—According to the present decree on the recipients containing preserved fish the indication of *sardina* will be used only for *clupea Pilchardus* and the name *Acciuga* only for *engraulis encrasicolus*. The denomination of tunny is reserved to *orcynus tynnus*. For the kind *tynnus alalonga* (German) and *pelamys* (*Bonito*) the denomination of *tonno bianco* (white tunny) and *tonnette* will have to be used.

Article 15.—The execution of the present decree is entrusted to the Ministry of National Economy, Interior and Finance, each in its own capacity. On the proposal of the Minister for National Economy in accordance with the departments of Internal Affairs and Finance a series of regulations relating to the present decree will be issued by Royal decree. For the entry into force of regulations prescribed in Articles 4 and 5 of the present decree a prorogation of six months is allowed from the date of publication of the decree which will be submitted to Parliament for its conversion into law.

As the decree was issued September 3, 1927, the date at which it will become operative under the terms of Article 15 would be March 3, 1928.

Registration in Italy of Initials for Fish Marking

In *Commercial Intelligence Journal* No. 1077 (September 20, 1924, page 285) reference was made to a circular issued by the Director General of Customs at Rome, stating that firms exporting tinned fish and meat to Italy may indicate the initials of producing houses in place of the full names, provided that such initials are registered at the competent Ufficio del Marchio at Rome, and are known to the port and veterinary office.

Mr. Jean J. Guay, Canadian Trade Commissioner in Milan, reports that two important changes have been made in the procedure required to obtain this registration. These are as follows:—

(1) The Italian authorities require that instead of a copy of a design an actual "cliché" or "electro" be furnished with the request for registration. (Canadian firms might find it more convenient to send the design as previously and have the electros made in Italy.)

(2) The power of attorney form must be signed before a notary and visaed by the Italian Consul or Consular Agent, before being forwarded to Italy.

Norway Permits Importation of Foxes from Prince Edward Island

Mr. Ludvig Aubert, Consul-General of Norway in Montreal, advises the Department of Trade and Commerce that, according to official information received by him, importation of silver foxes into Norway from the province of Prince Edward Island will be allowed on conditions as stipulated in a circular letter forwarded by the Chief Veterinary at Oslo, shipment from New York to take place for the first time on November 15, 1927. Translation of the circular is on file in the Department of Trade and Commerce and copies will be furnished to interested firms who apply for them.

By a Norwegian Royal Decree of June 29, 1922, and subsequent decrees, the importation of predatory animals is prohibited from all countries, but dispensation from the situation may be granted with regard to particular areas. One of the conditions in the circular issued is that the shipment of foxes be accompanied by a circular made out by a Canadian Government veterinary in Prince Edward Island and legalized by the Norwegian Consulate in Montreal, to the effect that within the last ten months there has occurred no case of rabies, foot-and-mouth disease, or any other disease of a nature that would be dangerous to the health of animals. It is stated that the Norwegian Department of Agriculture has already begun to give permits* in accordance with the terms of this circular.

NOTICE TO CANADIAN EXPORTERS

Mr. E. L. McColl, Canadian Trade Commissioner in Buenos Aires, is about to pay a visit to the Republic of Ecuador in the interests of Canadian trade, and he cables urgently inviting Canadian exporters interested in that country, or who would like to develop trade there, to send catalogues, samples, and prices to him immediately, care of the British Consul at Guayaquil, Ecuador.

GOLD COAST TRADE

According to information furnished by the Gold Coast Government Commercial Intelligence Bureau, Abbey House, Victoria street, London, S.W. 1, the total value of imports into the Gold Coast during the January-August period of this year was £6,393,241, which represents an increase of £1,522,035 over the corresponding period of 1926, while exports for the same eight months were valued at £8,786,146, no less than £2,126,428 more than the value of exports in the previous year. During the month of August imports were valued at £823,146, while exports totalled £627,945, both totals representing satisfactory advances over those for August, 1926. Customs revenue collected during August last amounted to £175,490, and showed an increase of £47,631 on the previous year.

FOREIGN EXCHANGE QUOTATIONS FOR THE WEEK ENDING OCTOBER 17, 1927

The Foreign Exchange Department of the Bank of Montreal has furnished the following statement of the nominal closing quotations for all the principal exchanges for the week ending October 17, 1927. Those for the week ending October 10, 1927, are also given for the sake of comparison.

Country	Monetary Unit	Parity	Week Ending October 10, 1927	Week Ending October 17, 1927
Britain	£	\$4.86 $\frac{3}{4}$	\$4.8665	\$4.8640
Belgium	Belga	.1390	.1391	.1390
Czecho-Slovakia	Krone	.20263	.0296	.0296
Finland	Mark	.0252	.0252	.0252
France	Fr.	.1930	.0392	.0392
Holland	Florin	.4020	.4008	.4018
Italy	Lire	.1930	.0546	.0545
Spain	Pes.	.1930	.1743	.1702
Portugal	Esc.	1.0805	.0500	.0500
Switzerland	Fr.	.1930	.1926	.1926
Germany	Reichs Mk.	.2382	.2383	.2382
Greece	Dr.	.1930	.0133	.0133
Norway	Kr.	.2680	.2638	.2629
Sweden	Kr.	.2680	.2690	.2692
Denmark	Kr.	.2680	.2677	.2678
Austria	Schilling	.1407	.1412	.1412
Japan	Yen	.4985	.4655	.4660
Siam	Tical	.3709	.4500	.4500
India	Rupee	.3650	.3656	.3656
United States	\$	1.0000	.9989	.9989
Mexico . . . . .	\$	.4985	.4780	.4780
Argentine Rep.	Peso (Paper)	.4244	.4280	.4280
Brazil	Mil.	.5462	.1190	.1195
Jamaica	£	4.86 $\frac{3}{4}$	4.8600	4.8700
British Guiana	\$	1.0000	1.00 $\frac{3}{4}$ —1.02	1.00 $\frac{3}{4}$ —1.02
Barbados	\$			
Trinidad	\$			
Dominica	\$			
St. Kitts	\$			
Grenada	\$			
St. Vincent	\$			
Tobago	\$	1.0000	1.00 $\frac{3}{4}$ —1.02	1.00 $\frac{3}{4}$ —1.02
China	Taël			
Batavia, Java	Guilder			
Peru	Libra	4.8665	3.8800	3.8800
Singapore, Str. Settlement . . . . .	\$	.5678	.5625	.5625

TRADE INQUIRIES FOR CANADIAN PRODUCTS

Since the publication of the last *Commercial Intelligence Journal* there have been received the following inquiries for Canadian products. The names of the firms making these inquiries, with their addresses, can be obtained only by those specially interested in the respective commodities upon application to: "THE COMMERCIAL INTELLIGENCE BRANCH OF THE DEPARTMENT OF TRADE AND COMMERCE, OTTAWA," or THE BOARDS OF TRADE AT ST. JOHN, HALIFAX, QUEBEC, SHERBROOKE, MONTREAL, TORONTO, WOODSTOCK, ST. MARY'S (ONT.), PORTAGE LA PRAIRIE, ST. BONIFACE (MAN.), WINNIPEG, VANCOUVER, NEW WESTMINSTER, AND PRINCE RUPERT; THE CHAMBERS OF COMMERCE AT BELLEVILLE, PETERBOROUGH, HAMILTON, ST. CATHARINES, STRATFORD, GUELPH, BRANTFORD, LONDON, ST. THOMAS, SARNIA, AND VICTORIA (B.C.); THE CHAMBRE DE COMMERCE, DISTRICT OF MONTREAL; BORDER CHAMBER OF COMMERCE, WINDSOR; THE CANADIAN MANUFACTURERS' ASSOCIATION OFFICES AT TORONTO, MONTREAL, WINNIPEG, EDMONTON, VANCOUVER, AND VICTORIA; AND THE KITCHENER AND WATERLOO MANUFACTURERS' ASSOCIATION, KITCHENER (ONT.).

Foodstuffs

972. PROVISIONS IN GENERAL.—Firm of commission agents in Sanchez, Dominican Republic, would like to represent Canadian exporters of provisions in general.

973. FISH.—Firm of commission agents in Sanchez, Dominican Republic, would like to represent a Canadian exporter of fish of all kinds.

974. CONDENSED MILK.—Firm of commission agents in Sanchez, Dominican Republic, would like to represent a Canadian exporter of condensed milk.

975. FLOUR.—Firm of commission agents in Sanchez, Dominican Republic, would like to represent a Canadian exporter of flour.

976. FLOUR.—A Newcastle firm, already handling one well-known grade of United States flour, are open to hear from Canadian millers with a view to an agency or direct buying connection.

Miscellaneous

977. GRAIN.—A firm in Berlin, Germany, wish to secure the representation of a Canadian exporter of grain.

978. OATS.—A Belfast firm want offers of Canadian oats.

979. FLEECE-LINED UNDERWEAR.—An Irish Free State agent wishes to represent Canadian exporter.

980. LEATHER GLOVES.—Irish Free State agent wishes to represent Canadian exporter.

981. GLUCOSE.—A Glasgow firm desire to secure glucose from Canada.

982. PULP.—Strassbourg importer desires samples and c.i.f. Antwerp quotations on wood pulp and cellulose pulp, ready to bleach and unbleached.

983. BLEACHED SULPHITE.—Amsterdam importers desire quotations c.i.f. Amsterdam and samples on bleached sulphite. Sample on file.

984. STRONG SULPHITE.—Canadian exporters of strong sulphite should submit samples and c.i.f. Amsterdam quotations. Sample on file.

985. MECHANICAL PULP.—Importer in Amsterdam wishes to receive samples and c.i.f. Amsterdam quotations. Sample on file.

986. WRITING PAPER.—Dutch importer desires samples and c.i.f. quotations (Rotterdam) on writing paper. Sample on file.

987. KRAFT PAPER.—Firm in Zutphen, Holland, desire quotations c.i.f. Rotterdam and samples of kraft paper, different sizes and weights. Sample on file.

988. FIBRE SUITCASES.—An Irish Free State agent wishes to represent Canadian exporter.

989. HOUSEHOLD CHAIRS.—An importer at Bremen, Germany, wishes to receive quotations c.i.f. German ports for household chairs of the cheap variety. Sketch on file.

990. ASH HANDLES.—A West of England merchant house importing in carload quantities would consider Canadian quotations on ash hay rake and fork handles in all sizes. Carload and less than carload quotations c.i.f. Avonmouth in sterling should be submitted, together with sample section of handles offered.

991. BROOM HANDLES.—A South Wales firm make inquiry for hemlock or similar wood broom handles in the following sizes (in inches): 1, 1 $\frac{1}{4}$, 1 $\frac{1}{2}$, 1 $\frac{3}{4}$ by 48, and 1 $\frac{1}{2}$ by 54, 60, 66, and 72; also 1 $\frac{3}{8}$ in lengths of 48, 54, 60, 66, and 72. Quotations per gross, which should be in sterling, c.i.f. United Kingdom port. All quotations should be with a view to a mixed carload and also l.c.l. mixed lot. Handles must be well chucked and sanded.

PROPOSED SAILINGS FROM CANADIAN PORTS

(The sailing dates are approximate and subject to change without notice)

From Montreal

To ANTWERP.—Canadian Rancher, Nov. 1; Canadian Aviator, Nov. 11; Canadian Planter, Nov. 21—all C.G.M.M.

To AVONMOUTH.—Huronian, Nov. 5; Colonian, Nov. 19—both White Star-Dominion; Salacia, Oct. 29; Concordia, Nov. 12—both Cunard Line.

To BELFAST, LONDONDERRY, CORK AND DUBLIN.—Kenbane Head, Nov. 13; Fanad Head, Nov. 22—both Head Line.

To CARDIFF AND SWANSEA.—Canadian Leader, Nov. 4; Canadian Mariner, Nov. 18—both C.G.M.M.

To GLASGOW.—Metagama, Canadian Pacific, Oct. 27; Gracia, Oct. 28; Athenia, Nov. 4; Carmia, Nov. 18—all Cunard Line.

To HULL.—Comino, Oct. 25; Bay State, Nov. 8; Ariano, Nov. 22—all Furness Line.

To LIVERPOOL.—Minnedosa Oct. 28; Montclare, Nov. 4; Montrose, Nov. 11—all Canadian Pacific; Regina, Oct. 29; Megantic, Nov. 5; Doric, Nov. 12—all White Star-Dominion; Andania, Cunard Line, Nov. 11.

To LONDON.—Canadian Rancher, Nov. 1; Canadian Aviator, Nov. 11; Canadian Planter, Nov. 21—all C.G.M.M.; Ausonia, Oct. 28; Antonia, Nov. 4; Auscania, Nov. 11—all Cunard Line; Bosworth, Oct. 29; Brecon, Nov. 5; Berwyn, Nov. 12—all Canadian Pacific; Comino, Oct. 25; Bay State, Nov. 8; Ariano, Nov. 22—all Furness Line.

To MANCHESTER.—Manchester Commerce, Oct. 27; Manchester Producer, Nov. 3; Manchester Citizen, Nov. 10—all Manchester Liners.

To NEWCASTLE AND LEITH.—Cairnesk, Oct. 29; Cairnmona, Nov. 5; Cairnvalona, Nov. 12; Cairntorr, Nov. 19—all Thomson Line.

To HAMBURG.—Cairngowan, Nov. 3; Seatwell, Nov. 17—both Thomson Line; Brant County, Oct. 27; Queens County, Nov. 5; Golden Gate, Nov. 22—all County Line; Bosworth, Oct. 28; Berwyn, Nov. 12—both Canadian Pacific.

To HAVRE.—Laval County, County Line, Nov. 9.
 To ROTTERDAM.—Potsanger, County Line, Nov. 10.
 To COPENHAGEN AND BALTIC PORTS.—Ivar, Oct. 25; Pennsylvania, Nov. 5; Maine, Nov. 15—all Scandinavian-American Line.
 To ITALIAN PORTS.—Valverde, Oct. 25; Val steamer, Nov. 15—both Lloyd Mediterraneo Italian Service.
 To SOUTH AND WEST AFRICAN PORTS.—Calgary, Elder Dempster Line, Nov. 15.
 To SOUTH AMERICAN PORTS.—A steamer, Canadian-South American Line, Oct. 25.
 To AUSTRALIAN PORTS.—Canadian Constructor, C.G.M.M., Nov. 12; a steamer, New Zealand Shipping Co., Nov. 24.
 To NEW ZEALAND PORTS.—Canadian Seigneur, C.G.M.M., Oct. 25; a steamer, New Zealand SS., Nov. 24.
 To ST. KITTS, ANTIGUA, BARBADOS, TRINIDAD AND DEMERARA.—Canadian Runner (calls at Guadeloupe), Nov. 3; Canadian Squatter, Nov. 17—both C.G.M.M.
 To BERMUDA, BAHAMAS, JAMAICA AND BRITISH HONDURAS.—Canadian Forester, Oct. 26; Canadian Fisher, Nov. 16—both C.G.M.M.
 To ST. JOHN'S, NFLD (via CHARLOTTETOWN).—Canadian Sapper, C.G.M.M., Nov. 3, Nov. 24; Farnham, Oct. 26, Nov. 18; Cophorne, Nov. 8—both Canadian Steamship Lines.
 To CORNERBROOK, NFLD.—New Northland, Oct. 26, Nov. 9; Nayarit, Oct. 31—both Clarke SS. Co.

From Quebec

To ANTWERP AND SOUTHAMPTON.—Montroyal, Nov. 2; Montnairn, Nov. 16—both Canadian Pacific.
 To SOUTHAMPTON.—Empress of Scotland, Canadian Pacific, Oct. 26.

From St. John

To BERMUDA, ST. KITTS, ANTIGUA, MONTSERRAT, DOMINICA, ST. LUCIA, BARBADOS, ST. VINCENT, TRINIDAD AND DEMERARA.—Canadian Carrier, Nov. 5; Canadian Pathfinder, Nov. 19—both C.G.M.M.; Haraldshaug, Pickford & Black, Nov. 3.

From Halifax

To BORDEAUX AND VIGO (SPAIN).—Chicago, French Line, Nov. 20.
 To LIVERPOOL.—Newfoundland, Furness, Withy, Oct. 26.
 To LONDON.—Comino, Oct. 28; Bay State, Nov. 11—both Furness, Withy.
 To MANCHESTER.—Manchester Commerce, Furness, Withy, Oct. 29.
 To ST. JOHN'S, NFLD.—Newfoundland, Furness, Withy, Oct. 26; Silvia, Oct. 25, Nov. 15; Nerissa, Nov. 8, Nov. 22—both Red Cross Line; Magna, Newfoundland-Canada Traders, Oct. 26; Farnorth, Nov. 5, Nov. 19; Sambro, Nov. 8—both Farquhar SS.
 To EAST COAST NEWFOUNDLAND PORTS.—Sambro, Farquhar SS., Nov. 8.
 To WEST AND SOUTH COAST NEWFOUNDLAND PORTS.—Skipper, Farquhar SS., Nov. 3, Nov. 24.
 To ST. PIERRE-MIQUELON.—Pro Patria, French Mail Service, Nov. 8, Nov. 22; Skipper, Farquhar SS., Nov. 3, Nov. 24.
 To BERMUDA, ST. KITTS, NEVIS, ANTIGUA, MONTSERRAT, DOMINICA, ST. LUCIA, BARBADOS, ST. VINCENT, GRENADA, TRINIDAD AND DEMERARA.—Canadian Skirmisher, Nov. 4; Canadian Carrier, Nov. 18—both C.G.M.M.; Ottar, Oct. 27; Haraldshaug, Nov. 11—both Pickford & Black.
 To SANTIAGO (CUBA) AND KINGSTON (JAMAICA).—Caledonia, Nov. 2; Andalusia, Nov. 16—both Pickford & Black.

From Vancouver

To YOKOHAMA, KOBE, NAGASAKI, SHANGHAI, HONG KONG AND MANILA.—Empress of Canada, Nov. 3; Empress of Russia, Nov. 19—both Canadian Pacific.
 To YOKOHAMA, KOBE AND DAIREN.—Arabia Maru, Osaka Shosen Kaisha, Oct. 24.
 To YOKOHAMA, KOBE, MIKE AND HONG KONG.—Achilles, Blue Funnel, Nov. 8.
 To HONOLULU, SUVA, AUCKLAND AND SYDNEY.—Aorangi, Canadian-Australasian Service, Nov. 16.
 To HAVRE, ANTWERP AND BORDEAUX.—Oklahoma, Oct. 28; Montana, Nov. 14—both Cie. Gle. Transatlantique.
 To MARSEILLES, BARCELONA, GENOA, LEGHORN, NAPLES, VENICE AND TRIESTE.—Fella, Navigazione Libera Triestina, Oct. 31.
 To MANCHESTER.—Pacific Reliance, Furness (Pacific) Ltd., Oct. 28.
 To LONDON, HAMBURG, ROTTERDAM AND ANTWERP.—Eemdyk, Oct. 30; Noorderdyk, Nov. 20—both North Pacific Coast Line.
 To LIVERPOOL, SOUTHAMPTON, LONDON AND ROTTERDAM.—Cardiganshire, Nov. 4; Nebraska, Nov. 18—both North Pacific Coast Line.
 To BRISBANE, SYDNEY, NEWCASTLE, MELBOURNE AND ADELAIDE.—Roxen, Australian Service, Oct. 25.
 To TRINIDAD, BARBADOS, MARTINIQUE AND GUADELOUPE.—Dicto, Canadian Transport Co., Nov. 12.

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HONEY MARKET PROSPECTS IN THE UNITED KINGDOM

ACTING TRADE COMMISSIONER J. C. MACGILLIVRAY

London, October 12, 1927.—In comparison with the North American Continent and several of the European countries, the consumption of honey in the United Kingdom is small. On an annual per capita basis, a quarter pound per person is considered to be a liberal estimate. There is plenty of room for this figure to be much enlarged, but at the present time honey is looked upon as a luxury and until this impression is removed there is no great probability of appreciable expansion. Before sales will begin to increase towards the point which they are capable of reaching, some stimulant must be used which will make honey an item on the menus of that large percentage of the population which now does not use it.

IMPORTS

Despite the negligible per capita consumption, an analysis of the trade returns from the years immediately preceding the war up to the present indicate a gradual though steady increase in imports. This is omitting the war years, when under the impetus of a sugar shortage the 1914 figures had swollen nearly fourteenfold by 1918. For each of the six years from 1909 to 1914 the average quantity imported was slightly in excess of 28,000 cwts. After the abnormal war years, it fell from 53,000 cwts. in 1920 to 24,900 cwts. in 1921. From this point it climbed to its post-war peak of 76,500 cwts. in 1925, but with the coal strike and the attendant disruption of business, dropped to 64,100 cwts. in 1926.

The comparative statistics for the last three years with both quantities and values and the principal countries of origin, in the present order of importance by the quantities supplied, are as follows:—

	1924		1925		1926	
	Cwts.	£	Cwts.	£	Cwts.	£
United States	16,700	46,900	18,800	57,700	15,500	42,500
British West Indies	16,600	43,500	17,400	44,300	12,300	28,800
New Zealand	10,200	31,600	15,000	48,100	11,700	32,700
Canada	3,900	12,200	3,200	12,900	4,800	15,900
Cuba	5,900	17,100	5,400	14,800	4,500	12,800
Chili	10,300	25,400	4,600	12,400	3,100	5,800
Hayti	1,000	....	1,000	2,800	2,600	5,900
San Domingo	1,800	4,000	6,400	14,600	3,100	7,700
Other countries	6,800	21,200	4,700	14,400	6,500	18,200
Total	73,200	201,900	76,500	222,000	64,100	170,300

In studying these figures, it should be borne in mind that they represent gross imports and that Great Britain, in her capacity as middleman, would re-export a certain portion of her gross imports. In 1924 these re-exports amounted to 11,800 cwts. in 1925 to 8,200 cwts., and in 1926 to 3,300 cwts. It should also be noted that considerably more than half of the total imports come from the United States and the West Indies. The prices compared with the quantities will in each case give an indication of the comparative values of the honeys from different countries of origin.

CANADIAN HONEY

Although followed a close second by the Netherlands, the United Kingdom offers the best overseas market for Canadian honey. According to the Canadian trade returns, the exports to this country amounted to 482,899 pounds valued at \$58,705 during the fiscal year 1926, while for the succeeding period it is probable that these figures were considerably improved. At the present time also, distributors of Canadian honey report that business is good, so that when the statistics for 1927 and 1928 are available they will doubtless show a considerable upward trend. Owing to improvements in quality and grading, Canadian honey is fast gaining recognition for its goodness and as one of the best on the market.

In modes of packing, Canadian producers have adopted a method which, while unique in England, promises to become highly successful. That is, the use of the branded tin pails of 1-pound, 2½-pounds, and 5-pounds capacity. The British consumer has for long been used to having his foodstuffs such as fruit, vegetables, and honey, packed in glass jars, where it is possible for him to see what he is purchasing. During the war many inferior articles were sold in tins, and as a result, after the war there was a restrengthened demand for glass containers. Now, however, the tins have been generally accepted for fruits and vegetables, and with time and education the public will become used to them as receptacles for honey. With the cost of the pail lower than that of the glass jar, this should be a not unimportant factor in increasing sales.

A peculiarity of the British market is that in the great majority of cases when the consumer purchases honey, he does not know its origin. It is generally simply labelled "Honey," and there is no method of telling whether it has come from a local apiary or from California or Chile. The Canadian branded honey is one of the few exceptions to this rule, and the producers have shown their wisdom by not shipping entirely in bulk, whereby their honey would lose its identity and be sold in various nameless containers.

If all Canadian honey destined for the retail trade in the United Kingdom was packed in standard branded containers at the apiary, so that it reached the consumer without having gone through any repacking or relabelling, the

trade in the Canadian product would be taking a big step forward and could undoubtedly supplant much of the nameless honey imported from foreign sources. This is assuming that strict attention is paid to quality and the uniformity of the grading.

DOMESTIC PRODUCTION

There are no accurate statistics of the production of honey in the United Kingdom. All that can be said is that it is small, and probably does not succeed in supplying a quarter of the total demand. The industry is loosely organized and receives some technical and other assistance from the Ministry of Agriculture and similar bodies.

Many of the producers sell direct to the consumers, while others deal direct with the retailer. Generally speaking, English honey is not handled by the middleman. It is invariably packed in small glass jars and in price is comparable with the better-class imports. The exception is heather honey, the aristocrat of the honey world, which retails at roughly twice as much as the ordinary varieties.

IMPORTS FROM OTHER EMPIRE COUNTRIES

In addition to Canada, the two Empire countries which supply the largest share of the United Kingdom imports of honey are New Zealand and Jamaica. In 1926, these two countries contributed well over a third of the total, while Australia and the Irish Free State followed, each with a very small quantity, that of Australia being valued at £1,000.

The New Zealand product shares with Canada the distinction of preserving its origin up to the time of its sale, being described as "New Zealand Honey." It is a competitor of the Canadian in price and quality, and the industry is controlled by a Board on which both the producers and the Government are represented. Great attention is paid to quality and grading, and the product is packed in small glass containers. In all, there are nearly a dozen different grades. From 60 to 70 per cent of the imports are dealt with in this way, while the remainder is disposed of in bulk.

New Zealand honey has been prominent in all Empire Marketing Board displays and exhibitions of recent date, and with the industry in that country gradually expanding, it must be realized that competition from this source will gradually increase as time goes on.

The Jamaican honey is inferior in quality to either the Canadian or New Zealand honeys, but it retails at a correspondingly lower figure. It is usually shipped on consignment to the English market in casks of about 350 pounds. These are often dirty and in bad shape, which reacts on the reputation of Jamaican honey. It is repacked for retail sale, principally in small earthenware jars, and but little attention is paid to the uniformity of the contents. With improvement in quality and better methods of marketing, Jamaican honey would be more strongly competitive than now. At present, it caters to a lower class of trade.

Australian honey is another Empire honey which has recently made its appearance on the market. It is put up in $\frac{1}{2}$ pound and 1 pound crocks, and 7 pound and 14 pound tins. Importations are as yet infinitesimal, but it is being strongly pushed in connection with the campaign which is being waged to buy Empire products, and as a result of this it is not improbable that business will increase considerably.

Irish honey does not enter the market in large quantities, and in price and quality is comparable with domestic supplies.

IMPORTS FROM FOREIGN COUNTRIES

A glance at the foregoing table will show that the United States is the largest single purveyor of foreign honey imported into the United Kingdom. The bulk of this comes from California, packed in 60 pound pails. The quality is good, and it commands a high price. After importation in bulk, it is repacked into glass jars of various sizes and loses its identity. It is stated that what is actually Californian honey is not infrequently retailed as English honey. Sales are usually made on a firm basis, a c.i.f. price United Kingdom port being quoted.

Cuba, Chile and the Island of Hayti follow the United States in order of importance as additional foreign sources of supply. Shipments are entirely in bulk—generally on a consignment basis. The honey is of a darker colour and stronger flavour than that produced in more temperate climes. It sells at a lower price than the Canadian, American and New Zealand honey.

PRICES

The prices of honeys coming from countries where there is a central selling organization remain, on the London market, remarkably steady despite the ups and downs of successive good and bad seasons. On the other hand, the price of honey from the West Indies fluctuates much more violently. This is because the individual producers there deal direct with the importers and there is no machinery to steady the market.

There is a certain comb-honey class of consumer in the United Kingdom which prefers honey in the comb, largely because they believe that strained honey is always adulterated. To meet this demand, small quantities of comb honey have been imported from the United States, Canada, and the Irish Free State. Owing to the higher price, however, it is unlikely that the trade in comb honey will ever be important.

TO INCREASE THE MARKET

With the Western Provinces looming up as potential sources of supply, it is not unlikely that there will be additional supplies of Canadian honey available for export in the near future. The United Kingdom is without doubt the best market.

Consumers are gradually being educated to use Empire products in preference to foreign ones. The class with the higher purchasing power in particular is gradually responding to this. Other things being equal, they will buy Empire honey in preference to foreign honey. This is assisting in the sale of the Canadian product, and it will do so more in the future.

In addition, this country is capable of consuming much larger quantities of honey than at present. Large quantities of jam are now used, and honey is an excellent substitute for jam. To be used as such, it must be removed from the luxury class and the consumers taught to look upon it as a moderate-priced and readily-available foodstuff. A publicity campaign, with attendant window displays and participation in various exhibitions would do much to bring this about.

In concluding, Canadian honey will do much better in this market if it is handled by a unitary selling organization, handling one or at most a small number of brands, backed by a system of standard and uniform grades. This can be assured by packing at the apiary in the same containers which will ultimately reach the final consumer, and in addition, the process of melting and repacking from bulk, which does not improve the honey, will thus be eliminated.

CONDITIONS IN THE UNITED KINGDOM

ACTING TRADE COMMISSIONER J. C. MACGILLIVRAY

London, October 14, 1927.—The feeling of optimism which has recently been noticeable, that trade conditions in the United Kingdom are improving and that the corner has been turned, is still evident. This optimism finds itself justified in the Board of Trade Returns for September, which have been issued to-day.

In exports for the month, compared with September, 1926, there are all-round increases in the three main classifications of food, raw materials and manufactured articles. The total is valued at £68,541,254 compared with £68,202,705 in the previous month, and with the exception of May it is the highest point reached during the current year.

Taking imports, there is a slight falling off compared with the same period in 1926, although when shown against the figure for the previous month, there is a noticeable increase. In August, imports amounted to £90,100,024, against £101,427,440 for the period under review. At the same time, a comparison of the statistics for the first nine months of 1925, 1926, and 1927 gives the latter the best position by a substantial margin. This is due mainly to decreased purchases of coal, while exports of coal have inversely greatly increased. In the net result, imports of raw materials for the nine months of 1927 declined by £16,439,000. There was a fall of £8,403,000 in the purchases of raw cotton and cotton waste, while on the other hand imports of wood and timber went up by £8,685,000. The net increase in imports of manufactured articles for the same period shows an increase of £13,524,000.

Coming to exports for the nine months, a striking figure for coal sales—amounting to £18,237,000—is almost entirely responsible for a net increase in the exports of raw materials of £20,127,000. The net increase in the exports of manufactured articles for the nine months was £1,550,000. Here a falling off of £10,793,000 in cotton yarns and manufactures pulls down what otherwise would have been a much better total, including as it does increased exports of iron and steel manufactures to the value of £7,943,000. An interesting figure in the month of September itself is that for the exports of cotton manufactures, which have now swung around to the plus side. Compared with September last year, exports of cotton yarns and manufactures for the month advanced by £300,000. Iron and steel again showed the largest advance, however, the increase in manufactured exports being valued at £2,672,000. Other substantial increases are recorded in machinery, woollen manufactures and chemicals.

LIVERPOOL MARKET FOR EVAPORATED APPLES

TRADE COMMISSIONER HARRY A. SCOTT

Liverpool, October 12, 1927.—Although London is by far the largest outlet for imported evaporated apples, there is a fairly regular demand at Liverpool. While this dried fruit is sold to some extent for domestic consumption and to hotels, restaurants, etc., a considerable outlet at Liverpool is found in the ships' store trade. Although the demand for dried fruits for this trade has been, to some extent, restricted in recent years owing to the increased use of refrigeration in steamships, demand from this source in view of Liverpool's predominant position in shipping still reaches substantial proportions.

Oregon, Washington, and Californian packs obtain most of this business and have established reputations on this market. Much smaller quantities are also imported from New York State and from the provinces of Ontario and Nova

Scotia. Oregon and Washington packs are superior to Californian, although the latter has been improving in quality in recent years. Generally speaking, however, the first two-mentioned command a premium averaging from 2s. to 3s. per cwt. over Californian. What this market requires is an evaporated apple as white as possible in colour, free from discolouration, properly peeled, cored and trimmed. Although Canadian Government regulations lay down definite standards of grading for evaporated apples, imports from the Dominion have at times been criticized as below the standard and pack of competitors, and some firms interviewed state that they have usually had difficulty in selling Canadian since they could only be disposed of in the cheaper class of trade. On the other hand, one or two Canadian packs have met a fair measure of appreciation, and with adequate care taken to ensure whiteness in colour and uniform grading, there should be room for increased business in this commodity.

The demand is for rings or slices. The market for dried apple quarters has been investigated without success; there is no outlet for them at Liverpool. American Pacific Coast shipments, which are generally considered the standard required on this market, are made in the following grades:—Fancy, Extra Choice, and Choice. The bulk of the trade is in Extra Choice. Standard grades from California are usually considered too low in quality for this market, and Extra Fancy are not commonly seen. Ontario evaporated apples are, as a rule, placed in the class of New York State Prime and Californian Choice grade.

Evaporated apples are mainly imported in boxes containing 50 pounds net, although a small trade is done in 25-pound sizes. Quotations are given per 112 pounds and the business is largely operated along the same lines as canned fruits, with shippers' agents quoting on c.i.f. terms to large buyers in Liverpool. The commission allowed to agents is subject to private agreement, and ranges anywhere from $1\frac{1}{2}$ per cent to $2\frac{1}{2}$ per cent on the c.i.f. value. While there is no very definite season for buying, the trade being of a general year-round character, sales are, as a rule, more active during the fall months. Owing to short crops of apples in Oregon, Washington and California, and similar conditions generally over most sections of the eastern United States and Ontario, the prospects would appear favourable for Nova Scotian producers this season where a fair crop is reported, providing a satisfactory product can be offered at competitive prices.

At present, owing to the short crops referred to above, the supply situation is firm. Spot supplies in this country are very scarce, but buyers are not eager to pay the price being asked for forward shipment, as other dried fruits such as plums, etc., are being offered at relatively cheaper prices and are taking some of the normal demand away from evaporated apples. California evaporated apple shippers who claim to have improved their pack this year were selling Extra Choice grades at from 52s. to 54s. per 112 pounds c.i.f. Liverpool around the middle of July. Prices have steadily risen since then, and sales of Extra Choice grades from this source were a few weeks ago made at prices ranging around 57s. 6d. One quotation of around 55s. was reported about a month ago for Standard grade evaporated apples from Ontario, but this was not competitive at the time with Californian Extra Choice at 57s. 6d. At the moment the majority of the American shippers appear to have withdrawn their prices on account of the rising market and general crop situation. The few offers that have been reported from California and Oregon, while higher than quotations about a month ago, show considerable variation. Based on the information available, one firm recently interviewed, who have had past experience with Canadian evaporated apples, estimate that business in Standard grades from Eastern Canada might possibly be entertained at around 50s. per 112 pounds c.i.f. Liverpool.

FLAX MARKET CONDITIONS

MISS C. J. McNICOL, OFFICE OF THE TRADE COMMISSIONER

Glasgow, October 12, 1927.—The acreage under flax in Northern Ireland this year is only 26,334 acres, as compared with 30,524 acres in 1926 and 37,786 acres in 1925. The flax acreage of the Six Counties has steadily declined since 1924, when 42,838 acres were sown. Following the great decrease in flax-growing which took place between 1920 and 1922, the Northern Ireland acreage increased in 1923 and 1924. The low level of prices during the past few years has, however, led to a further downward movement in the area sown, with the result that this year the area is the lowest ever recorded in the Six Counties. Meanwhile prices have experienced a considerable advance during the past few months. During the closing quarter of last year the 1926 crop was selling at from 60s. to 70s. per cwt. on the average. By the middle of March average prices had advanced to over 90s. per cwt., but then declined slightly in April and May. Northern Ireland flax is practically all off the market by May, but prices for Continental flax advanced further during the summer, and at the end of September the *Economist's* quotation (c.i.f.) for Riga ZK was £109 to £111 per ton, and for Slanets U/A medium £121 per ton. The corresponding quotations at the beginning of January were £54 and £63 to £64 respectively. There has thus been an advance of approximately 100 per cent in prices since the beginning of the year.

The new season's crop of Northern Ireland flax is only just beginning to appear on the market. Small quantities were sold at Ballymena market during the last fortnight of September. On Saturday, October 1, it is reported that five tons of flax, mostly of medium quality, were on offer, and were quickly bought up at prices varying from 14s. to 15s 7½d. per stone.

It is stated that the yield promises to be quite good, while the quality is also expected to prove satisfactory on the whole.

The following particulars regarding the acreage and crop conditions of flax in certain Continental countries are taken from the most recent number of the Crop Report and Agricultural Statistics of the International Institute of Agriculture:—

	Acreage under Flax		Estimated Production of Flax Fibre (In Centals)	
	1927	1926	1927	1926
Belgium.. . . .	52,000	59,000	1,162,000	769,000
Estonia.. . . .	88,000	83,000	.....	204,000
France	59,000	66,000	.....	331,000
Latvia (flax and hemp)	156,000	158,000	.....	558,000
Lithuania (flax)	208,000	200,000	.....	846,000
Netherlands	27,000	34,000	121,000	230,000
Poland	271,000	268,000	.....	1,313,000
Czechoslovakia	54,000	54,000	.....	243,000
Northern Ireland.. . . .	26,000	31,000	.....	135,000

1 Cental equals 100 lbs.

NORTH OF ENGLAND COMMODITY MARKETS

TRADE COMMISSIONER HARRY A. SCOTT

TIMBER

Liverpool, October 7, 1927.—September was another comparatively quiet month in the timber trade and forward business was restricted. Merchants were pretty well occupied with the disposing of heavy stocks purchased earlier in the year, and in some quarters complaints have been made that orders for the housebuilding industry were slackening off, in anticipation of the reduction in the Government subsidy which became operative on October 1. There is, however, a large program of building operations yet to be carried out in this district, and continued activity in both private and municipal building schemes

is expected to provide, for some time to come, a good demand for sawn wood, particularly from Baltic sources. For several weeks past the softwoods section of the timber trade has been suffering from seriously congested conditions at the port of Garston, situated just above Liverpool on the Mersey river. Garston has of late, by reason of its facilities for storage and moderate charges in comparison with other local ports, become the chief centre on the Mersey for softwood cargo imports. Owing to heavy arrivals lately, several cargoes on coming into the Mersey have been refused permission to enter the Garston docks unless instructions were given to forward immediately the landed cargo by rail. Resulting from the general business dislocation caused by this condition, it has just been announced that the London, Midland, and Scottish Railway authorities have under consideration the providing of additional facilities to look after this trade.

September was a quite month for New Brunswick and Nova Scotian spruce deals. Imports were light and demand was poor. Liner lots of Halifax spruce were sold at around £14 c.i.f. per standard, with £1 less for scantling sizes. Parcels of deals from St. John were lately disposed of at about £14 15s. Two cargo lots of Halifax spruce which arrived during the past month realized around £14 7s. 6d. per standard. Business in softwoods from Dantzic has been somewhat retarded, partly owing to the congestion referred to above. There has been a good demand for birch planks at steady prices. Quebec merchantable qualities have been sold for October-November shipment at £25 per standard. Nova Scotian planks in parcel lots have been disposed of at around £16 10s. Stocks of birch logs are very low. Sales of Quebec logs have recently been made for delivery next spring at approximately 4s. per cubic foot c.i.f. United Kingdom liner ports.

Imports of Douglas fir to the Mersey were heavy during September, and although a good quantity passed into consumption, stocks have now reached substantial proportions. While shippers' quotations have shown considerable variation, recent average prices for merchantable grades have been in the neighbourhood of £16 per standard c.i.f. and for No. 2 clear and better from £22 10s. to £23 10s. For the month ending September 30, 1927, unofficial statistics of certain imports, consumption, and stock are given in comparison with the corresponding period of 1926 as follows:—

Liverpool

	Import		Consumption		Stock	
	1926	1927	1926	1927	1926	1927
Douglas fir cu. ft.	25,000	136,000	68,000	57,000	171,000	689,000
Birch logs cu. ft.	6,000	....	3,000	3,000	16,000	....
Birch planks cu. ft.	49,000	20,000	40,000	52,000	187,000	214,000
Quebec yellow pine deals stds.	240	220	310	210	5,090	4,560
N.B. and N.S. spruce and pine stds.	2,030	1,450	2,260	510	5,280	9,570

Manchester

	Import		Consumption		Stock	
	1926	1927	1926	1927	1926	1927
Douglas fir cu. ft.	2,000	2,000	6,000	29,000	56,000	30,000
Birch logs cu. ft.	....	....	2,000	....	8,000	2,000
Birch planks cu. ft.	5,000	5,000	7,000	15,000	84,000	37,000
Spruce deals stds.	680	20	1,030	1,090	1,680	2,320

GRAIN AND FLOUR

The wheat market at Liverpool had a general declining tendency during September. For the first week prices were steady, but a sharp fall took place later following Government estimates of crops in Canada and the United States. Unfavourable reports from Argentina and Australia helped to maintain prices during the first half of September, but general rains in the Argentine have improved crop prospects in that country and better conditions were also

reported in Australia during the last week of the month. Business with Canada has been mainly confined to odd lots of old crop Manitobas and so far no volume of business has been reported for the new crop. Prices on the whole are generally from 2s. to 2s. 6d. per quarter lower. The bulk of the trading to Liverpool and Manchester has been in American winter wheats, with some business in American spring wheats, including Durums. Stocks in the port of Liverpool show an increase of just over 70,000 quarters on the month, and are now large for this time of the year, whilst Manchester stocks show a decrease of about 5,000 quarters from a month ago. On the whole, local millers are content to fill only their nearby requirements. They are encouraged in this attitude by the large stocks in public warehouse, and it is estimated that, with one or two exceptions, millers have their own silos well filled.

September was another very unsatisfactory month for nearly all varieties of imported flour, which were generally non-competitive with home millers' quotations. During the latter part of the month some substantial booking took place in home-milled straight run flour at from 37s. 6d. to 38s. ex mill, and it is generally considered that no further large purchases will be made until around Christmas.

Canadian export patents, which were offering in the last week of September at anywhere from 40s. 9d. down to 38s. 9d., were generally non-competitive. A considerable quantity of Australian flour which lately arrived at Liverpool was sold at the end of the month. Recent offers for this flour were around 40s. ex quay, but this was too high a price to do much business. Kansas flours have been lately offering at 38s. 6d. c.i.f., but meeting little or no demand. The preliminary figures showing the imports of grain and flour to this area during the month of September, 1927, are as follows:—

	Wheat Quarters	Flour Sacks	Maize Quarters	Barley Quarters	Oats Quarters
Liverpool.	481,065	36,389	243,337	14,914	6,142
Hull	282,161	5,047	148,838	196,347	95
Manchester.	195,353	8,006	34,193	12,977	1,153
Newcastle	38,765	15,112	30,185	....	....

BUTTER

There was a fairly steady consumptive demand for butter during the past month. Demand for Continental and Irish butter was particularly good, with the result that the sale of New Zealand was somewhat restricted. Recent prices for this variety were from 180s. to 182s. per cwt. on spot, which is dearer by 20s. than at this time last year. Australian c.i.f. offers during the month were around 181s., but no sales were reported at this price, which was altogether too high in comparison with the more popular New Zealand butter. Danish butter toward the end of September was quoted at approximately 198s. on spot, and Irish around 174s. to 178s. A certain trade was done in Siberian butter brought from London at 162s. to 166s. The bulk of this butter is largely used by manufacturing confectioners, etc., although the select grades are sold over the counter. As has been the case throughout the season, there were no sales of Canadian butter reported on this market. The statistical position of supplies of all butters is considered firm owing to decreased quantities of New Zealand in store in London and the fact that Continental and Irish imports have on the whole been going steadily into consumption on arrival. There have been no direct imports of New Zealand butter to Liverpool since early September and none are expected to come to this port from now until the end of this year.

CHEESE

The month of September opened with first qualities of Canadian cheese being offered at around 98s. per cwt. on spot, and New Zealand at about the same figure. Later in the month prices for Canadian advanced to around 104s. to 106s. owing to the shortage in the make, and New Zealand stocks were cleared off the market at about 105s. The retail price for both varieties went up to

1s. 1d. per pound, and demand became quieter at this level. C.i.f. prices for Canadian cheese were on the whole out of line with spot values throughout the month, which made trading difficult for importers. At the beginning of September finest white and coloured were quoted at from 97s. to 100s. c.i.f., and later in the month prices advanced to 105s. for late August and September makes, with June-July's at a discount of about 2s. Although weather conditions seriously interfered with the production of cheese in Lancashire, there was a fairly substantial quantity turned out in Cheshire and prices advanced to around 1s. per pound at the fairs. Imports of ordinary Canadian cheese to Liverpool during September, 1927, amounted to 36,483 boxes. Some 3,107 bundles and 1,633 cases and cartons of processed cheese also arrived during the month. From April 1 to September 30, 1927, Liverpool imports of cheese from Canada amounted to 89,008 boxes of ordinary and 19,970 bundles and 5,696 cases and cartons of processed cheese. During the corresponding period of the previous year 126,744 boxes of ordinary and 39,950 bundles and 2,235 cases and cartons of processed cheese arrived at this port.

BACON

The general demand for bacon was good during September. Continental supplies both from Denmark and Holland were heavy. Killings for export in Denmark, which amounted to only 79,000 during the first week in the month, rose to 97,000 in the last week. Canadian bacon was in short supply throughout, and there was very little offered from American sources. Recent average on spot quotations have been as follows: Canadian Wiltshires, 88s. per cwt.; Danish, 90s.; Swedish, 85s.; and Dutch, 83s. The price of nearly all descriptions of American hams declined about 13s. per cwt. during September, owing to larger supplies, closing quotations ranging from 93s. to 100s. per 112 pounds on spot. Very few Canadian hams were imported during the month. Canadian bacon imports to Liverpool during September amounted to 1,754 cases and 3,402 bales. Total Canadian imports to Liverpool from April 1 to September 30, 1927, amounted to 14,932 cases and 18,844 bales, as compared with 19,735 cases and 20,672 bales during the corresponding period of the previous year. The following are unofficial estimates of the stocks of provisions in the port of Liverpool on September 30, 1927, as compared with August 31, 1927, and September 30, 1926:—

	Sept. 30, 1927	Aug. 31, 1927	Sept. 30, 1926
Bacon (United States and Canadian) . . .cwt.	23,718	27,437	7,736*
Hams (United States and Canadian) . . .cwt.	10,749	5,021	2,736*
Shoulders (Canadian)cwt.	1,035	1,463	1,412*
Butter (all countries)cwt.	4,707	4,941	9,602*
Cheese (full shapes) Canadian and United Statesboxes	26,512	15,627	28,321
Cheese (full shapes) Australian and New Zealandcrates	585	229	2,533
Cheese (full shapes) 50 lb. and under . .boxes	19	16	33
Cheese (manufactured)lb.	13,129	8,480	19,488
Lard (prime steam western)tierces	630	716	1,210
Lard (imported pure refined lard in tierces, firkins or other packages) . .tons	2,757	3,191	4,939

* Boxes.

HAY

Arrivals of Canadian hay at Liverpool during September are estimated at over 36,000 bales, in comparison with 26,630 bales in August and 14,450 bales in July. Even allowing for the serious state of the domestic hay crop, the arrivals from Canada during the past month were too heavy to maintain prices, with the result that values went as low as around 78s. 6d. per ton c.i.f. Liverpool. Although importers look for an improvement in prices from now on, it is essential that Canadian shippers refrain from overloading this market, as otherwise values will inevitably fall, and good quality hay will again have to be sold at sacrifice figures in order to avoid storage charges at this end. At the close of the month c.i.f. prices were reported from 78s. 6d. up to 82s. 6d., and an average of 80s. would be fairly near to the market value.

SHORT SUPPLY OF BRITISH COLUMBIA CANNED SALMON

TRADE COMMISSIONER D. H. ROSS

Melbourne, September 22, 1927.—Australian importers of canned salmon have, in recent weeks, been somewhat perturbed through cabled advices having been received from the principal packing companies in British Columbia that, on account of the run of salmon having unexpectedly proved so disappointing this season, orders can only be executed on a *pro rata* basis. The agents for some packers have intimated to buyers that their principals are making every endeavour—even at a loss to themselves—to ship as large a proportion as possible to Australia in the hope of maintaining their long-established connections and their continuity of trade. While advices have been received that the catch in southern Alaska has also been comparatively small, yet—in the absence of supplies from British Columbia—importers look to obtaining the balance of their necessary requirements in Alaska Red salmon, provided the landed cost is not too excessive to permit a normal profit. As in other commodities, once the price of canned salmon is beyond the purchasing power of retail buyers, the demand is diverted to other, and cheaper, food substitutes.

AUSTRALIAN SUGAR INDUSTRY

TRADE COMMISSIONER D. H. ROSS

Melbourne, September 22, 1927.—On expert authority, the estimated Australian production of raw sugar for the present crushing season will approximate 472,000 tons, of which 446,000 tons will be from Queensland mills and the balance of 26,000 tons from New South Wales. Heavy frosts have been experienced recently in the cane-growing districts of Southern Queensland, and this may considerably reduce the estimated production. In the main, dry and cool weather has prevailed throughout the sugar areas, and, with the exception of some labour troubles in the north, the harvesting of the cane generally has proceeded without interruption.

Allowing 330,000 tons for domestic requirements, this will leave 142,000 tons available for export. In 1925-26 Australia exported sugar to the value of £5,313,135, of which sugar to the value of £384,306 was shipped to Canada (mainly to Vancouver). Under the Canadian-Australian Trade Agreement, which came into operation on October 1, 1925, Australian sugar derives a substantial tariff preference on importation into Canada, which is highly valued by Queensland growers, who now look to the Vancouver refinery to take a considerable portion of their exportable surplus.

THE RABBIT INDUSTRY IN AUSTRALIA

C. HARTLETT, OFFICE OF THE TRADE COMMISSIONER

Melbourne, September 21, 1927.—The myriads of rabbits in Australia are the progeny of a few pairs imported from England for hunting purposes sixty odd years ago, but became so prolific in breeding and destructive in their habits in their new environment as to become an absolute menace to the Commonwealth.

Some years ago there was a standing Government reward of £10,000 for a method of extermination of these animals, and many millions of pounds sterling have been expended in wire fencing, poisoning, trapping, shooting, and other means of keeping them in check. They were looked upon as a very destructive pest, but no adequate method of eradication was ever devised, hence the reward was ultimately withdrawn.

In recent years the rabbit has become a blessing in the amount of wealth it brings annually into the country. To-day, instead of the farmer and pastoralist employing large numbers of men at great expense to cope with the pest, they receive in most instances payment for the right to trap on their lands. So great is the demand for skins from furriers and hat manufacturers in overseas countries, as well as in Australia, that it is estimated that some 3,000 men are engaged in trapping alone and probably as many more as a side-line to their usual occupation. The regular trappers are said to make as much as £20 per week in some districts and they expend large sums annually on steel traps. The traps are all imported, and in the year 1925-26 amounted in value to £40,220, of which the United Kingdom supplied £24,933 and the United States £15,287.

The present importance of the industry to Australia is illustrated in the exports of skins and frozen carcasses, the quantity and value, and countries of destination, of which in the year 1926 were as follows:—

EXPORTS OF RABBIT SKINS, 1926

To	Quantity Pounds	Value £
United Kingdom	5,117,458	893,338
Canada	11,968	2,801
Belgium	299,482	55,129
France	134,955	40,449
Germany	138,700	38,558
Italy	47,489	12,557
Netherlands	6,263	2,052
United States	9,270,118	1,834,850
Other countries	1,871	626
Total	15,028,304	2,880,360

EXPORTS OF FROZEN RABBITS, 1926

	Pairs	£
United Kingdom	3,727,012	374,084
Canada	13,563	1,275
Ceylon	4,590	453
Hong Kong	10,688	1,116
Malaya (British)	9,312	903
Egypt	3,480	355
South Africa	7,110	703
United States	264,756	19,873
Other countries	3,000	277
Total	4,043,511	399,039

It is understood that in addition to the direct shipments of skins to Canada, a considerable number also finds its way to the Dominion through United States ports.

PROBABLE SHORTAGE OF OATS IN AUSTRALIA

C. HARTLETT, OFFICE OF THE TRADE COMMISSIONER

Melbourne, September 21, 1927.—In view of the severe drought conditions which have prevailed for so long over a large portion of Australia, mainly in the states of Queensland and New South Wales, inquiries have been made in grain circles as to the possibility of a shortage in oats and consequent importation from oversea sources of supply towards the end of the year.

The general impression is that while the yield will be towards normal in the states of Victoria, South Australia, and Western Australia, there will not be a sufficient surplus in those states to fully supply the demand in New South Wales and Queensland, where it is anticipated that large quantities may be

required for milling and stock-feeding purposes. Present conditions are very similar to those prevailing in 1926, when large supplies were imported from Canada and Chile, but these and local yields have become depleted and there has been very little carry-over to meet the demand which it is expected will arise in the next month or two when harvest prospects are more definitely determined.

Under the circumstances, it would be advisable for Canadian exporters who may be in a position to offer supplies to forward samples of this season's oats and prices as soon as possible to their trading connections in Australia, but more particularly in Brisbane and Sydney. Possibly Canadian exporters are already in communication with Australian firms, but those who have not established connections may utilize the services of this office in getting in touch with reputable importers.

Complaint was made that Canadian oats which arrived in Australia last year were shipped in flimsy chaff bags which caused considerable loss in transshipment, and in transportation by railway to inland points. Hence it is especially stressed that shippers who can guarantee that their oats will be packed in strong jute bags will have a preference. If strong jute bags, such as are used for wheat in Australia, cannot be obtained in Canada, it is suggested that quotations may be sent on the basis of shipment in double bags. A consignment of Canadian oats inspected at Townsville, North Queensland, a year ago, was excellent in quality, but the bagging was in a deplorable condition—caused by transshipment at Sydney—and, in the interests alike of exporters and importers, an effort should be made in future shipments to obviate a recurrence of this loss and annoyance.

It may be stated that the Commonwealth Trade and Customs regulations prohibit the importation of any goods or products in sacks or bags the gross weight of which exceed 200 pounds.

NEW ZEALAND TARIFF REVISION

ACTING TRADE COMMISSIONER PAUL SYKES

Auckland, September 26, 1927.—The Commission appointed by Order in Council of November 26, 1926, and charged with inquiring into and reporting on the revision of the customs tariff of New Zealand, completed its investigations and report on August 15, 1927. Resolutions based on this report and proposing amendments in the tariff were introduced in the House of Representatives on September 13 and were passed by that body. New rates took effect the following day. The Act of Parliament giving final effect to the transition, however, has not yet been passed. Thus in the case of items for which new rates have been proposed, the new rates are now in force. These may be changed in the more or less immediate future, as may also certain other rates which were originally left unaltered in the resolutions mentioned herein.

Under these circumstances it is impossible to make a complete or final summary of the tariff changes and their effect on Canadian-New Zealand trade. A brief statement of the aims of the Commission and of the proposed rates of duty on the more important commodities imported from Canada may still be of value as an indication of the final disposition of the matter and its results.

NEW ZEALAND TARIFF POLICY

It may be said in the first place that the three main objectives of the New Zealand customs tariff are the collection of revenue, the protection of local agricultural and manufacturing industries, and the granting of preferential treatment to imports of goods of British Empire origin. The established tariff policy of the Dominion has been one of moderate protection—a policy which, on account of the relatively small growth of secondary industries, has worked to

the advantage of the consumer and has still fostered the development of industries which produced efficiently for either domestic or foreign demand and which in a large number of cases have employed locally made raw materials. A second vital element in this policy is the principle of according to goods of British Empire origin a preference over goods of foreign manufacture; and, as distinct from those of other British Dominions, the New Zealand tariff includes under British preferential rates all goods of United Kingdom origin as well as those produced in other British countries.

The Commission has concluded that the principle of according tariff preference to goods of Empire origin is a fundamental feature of New Zealand's tariff policy and that the principle should be maintained and extended whenever circumstances may justify this course.

PROPOSED TARIFF CHANGES

The outstanding feature of the proposed changes in the tariff is the general maintenance of British preferential rates at former levels and the addition of from 5 to 10 per cent to many of those formerly applicable to goods imported from non-British countries. This change must, of course, result in increased imports of British Empire origin and will no doubt reverse to a considerable extent the recent tendency of "foreign" goods to supplant those of British make on the New Zealand market. A second feature is the inclusion of an added measure of protection for local industry. This is seen in the increase in duties on flour, timber, glassware, certain paper goods, and other items of a nature similar to those produced by local manufacturers. In few cases, however, does the duty appear to be a prohibitive one. Such changes have in the main resulted from the opinion that "the essential distinction which may be drawn between industries using imported and those using locally produced raw materials arises from the beneficial effects of the latter class of industry in increasing other forms of local production." Additions to former duties intended as increased protection have been made in the case of goods put out by local manufacturers from domestic materials or from imported raw materials where these constitute a small proportion of the value of the finished article. It is considered that when such a proportion is a high one, protection should be granted only in special circumstances. The effect of these changes in the way of reducing imports will in some instances be appreciable; in others it seems probable that this will be negligible as far as it affects imported supplies but will serve as a stimulus to the home industry. In still another direction some reduction of duties will result in decreased costs of production and in the same way will tend to reduce costs of living. These latter changes are seen in the case of a few raw or semi-manufactured products.

Pending any changes by Parliament, on its consideration of individual items, it may be added that of the twenty leading commodities imported into New Zealand from Canada, no less than twelve are included under items in which changes are proposed.

These changes may be summarized as follows, the items being given in the order of their importance as imports from Canada in the year 1926:—

Motor Vehicles.—The body duty, formerly 10 per cent under the British preferential tariff and 15 per cent under the general, is to be reduced to 5 per cent and 10 per cent respectively on unassembled bodies. Imports under the general tariff, formerly dutiable at $7\frac{1}{2}$ per cent on such value of motor vehicle bodies as exceeded £200, are now to be dutiable at 10 per cent on such value. [A cablegram from Mr. Sykes on October 5 states that the proposed new duties on motor vehicles had been abandoned and that the former rates remain in force.]

Printing Paper in Sheets 20 by 15 Inches or Over.—The duty on such goods, formerly admitted free under the British preferential tariff and at 20 per cent under the general, is to be removed from the latter; all such imports will be free from duty.

Timber.—Timber, rough sawn, n.e.i., which includes all but specified hardwoods, was formerly dutiable at 2s. per 100 superficial feet under both tariffs. The proposed rates provide for an increase to 3s. per 100 superficial feet on pieces 25 feet or more in length, and with a minimum cross-sectional area of 150 square inches. Smaller pieces are to pay a duty of 5s. per 100 feet under both tariffs. Sawn dressed timber, formerly dutiable at 4s. per 100 superficial feet under both tariffs, is to pay a duty of 7s. 6d. per 100 feet in both cases.

Electrical Machinery.—Various types of such machinery and including motors and generating equipment, switchboards, controllers, carbons, electroplating appliances, poles, cables, etc., formerly dutiable at 10 per cent under the general tariff, are now to be dutiable at 20 per cent. Imports of such goods from British countries were admitted free of duty and are still to be so admitted. Unmounted radio sets are to be admitted free under the British preferential tariff and to be dutiable at 20 per cent under general rates. Such sets mounted are to be dutiable at 10 and 30 per cent respectively.

Ready-made Clothing and Hosiery.—Former duties on these goods were 25 per cent under the British preferential tariff and 40 per cent under the general. The new rates are to be 25 and 45 per cent respectively.

Wrapping Paper.—Wrapping paper in sheets not less than 20 inches by 15 inches or in rolls not less than 10 inches wide, formerly dutiable at 5s. per cwt. or 20 per cent under the British preferential tariff and at 8s. 9d. or 35 per cent under the general, are now to be dutiable at 6s. 6d. per cwt. and 10s. 6d. per cwt. respectively. In sheets or rolls of a size smaller than above, the former rates of 25 and 40 per cent are to be changed to 25 and 55 per cent respectively.

Wood Manufactures.—The proposed rates of duty on furniture, doors, and sashes are to remain unchanged under the British preferential tariff at 25 per cent; general rates are to be increased from 40 to 45 per cent. The specific rate on laths and shingles under both tariffs, of 2s. per 1,000, is to be changed to an ad valorem rate of 10 per cent. Veneers and plywoods are still to be dutiable at 20 per cent under British preferential rates, while the general rate is to be increased from 35 to 40 per cent. The same change is proposed in rates on broom, mop, and similar handles.

Hardware.—The British preferential rate is to remain at 20 per cent while the rate under the general tariff is to be increased from 35 to 40 per cent.

Musical Instruments.—Both pianos and phonographs have been dutiable at 20 and 35 per cent under the British preferential and general tariffs respectively. Proposed changes involve no change in the former rate, but an increase to 40 per cent in the latter.

Nails and Tacks.—Nails, tacks and staples, admitted free of duty under the British preferential tariff, are to pay a general rate of 20 per cent rather than the former rate of 10 per cent.

Confectionery.—Such imports in future to be dutiable at 20 per cent and 40 per cent under the British preferential and general tariffs. Former rates on these goods in fancy packages were 20 and 35 per cent respectively; on plain trade packages the rates were 3d. and 5d. per pound. [According to a cablegram dated October 5 from Mr. Sykes, additional resolutions introduced changed the rates on confectionery to 25 per cent, British preferential tariff, and 45 per cent, general tariff.]

Vegetables.—The rates on dried and preserved vegetables, formerly 20 and 35 per cent, are increased in the case of the latter to 40 per cent.

Among the more important items in which no changes are proposed are the following: automobile tires, printing paper in rolls, boots and shoes, canned salmon, iron bars and rods, fencing wire, railway rails, iron and steel tubes, agricultural implements, boot and shoe nails, and sole and japped leather.

Altogether the proposed changes, and, it may be anticipated, the finally completed tariff are expected to have a distinctly beneficial effect on the future volume of Canadian-New Zealand business, a result contemplated by the Commission in its recommendations regarding trade between New Zealand and the other parts of the British Empire.

[Mr. Sykes cabled on October 20 that the New Zealand House of Representatives had passed the tariff bill introduced on September 13, and that final consent to the measure was expected in a few days. No further changes in the bill were anticipated.]

MOLASSES PUNCHEON AND BARREL STAVES FOR BARBADOS

ACTING TRADE COMMISSIONER R. T. YOUNG

Port of Spain, October 10, 1927.—Molasses being one of the principal exports of Barbados, puncheon and barrel staves, together with the necessary heads, form a large item in the import trade of the colony. During the year 1926 these imports were valued at £49,742. The principal sources of supply were Canada (£21,165) and the United States (£20,632).

For molasses puncheons the requirements are staves of birch measuring 44 inches in length, 1 inch thick, and from 3 to 5 inches in width. The spread of a bundle is approximately 122 inches, and usually contains 32 pieces. Each stave must be sound, free from defects, and straight-grained. The dark heart wood is preferred as the staves are very often stored for eight months or more, and if inferior wood is used they will rot in the bundle.

Puncheon staves are usually imported in the rough. That is, they are bevelled, champered, and bent by the local coopers, and for this reason in order to avoid breakages must be free of defects. They must also be free of knots of such size or so situated in the stave as to cause leakage in the puncheon or cause it to appear unsightly or weak when finished. Red gum wood staves are also imported in large quantities for the manufacture of barrels and half-barrels.

The barrel stave is 26 inches long, 1 inch thick, and runs from 2-inch end and 3½-inch centre to 4½-inch end and 5½-inch centre, giving a 22-inch head and 27-inch bilge when set up. There are usually 21 staves to the bundle, giving a spread of 81 inches. The half-barrel is similar to the above except that the staves are 30 inches long, ⅝ inch thick, and the spread 68 inches. These staves usually reach the market bent and bevelled ready to be hooped and headed.

This year's prices for birch puncheon staves were \$2.25 to \$2.30 per shook c.i.f. landed on wharf. Barrel staves were \$1.22 per shook, while half-barrel staves sold for 93 cents per shook.

In obtaining ocean freight rates care should be taken to include landing charges, otherwise steamship agents make an additional charge for lighterage from steamer to wharf. It might be possible for manufacturers located in the Maritime Provinces who are interested in this trade to ship by sailing vessel, returning with molasses cargoes.

Supplies have been purchased for the 1928 molasses output, but in a few months molasses shippers will be in the market for staves for their 1929 yield, deliveries to commence about April, 1929.

Manufacturers and exporters desirous of trying out this market are recommended to communicate with the Canadian Government Trade Commissioner, Port of Spain, Trinidad, who will gladly place them in touch with reliable agents.

GENERAL ECONOMIC SITUATION IN BRITISH GUIANA

ACTING TRADE COMMISSIONER R. T. YOUNG

Port of Spain, October 11, 1927.—The report of the Colonial Treasurer of British Guiana for 1926, recently published, shows that the revenue of the colony was \$5,059,811, or \$572,946 less than expenditure and \$500,259 short of the estimates. Revenue estimates for 1926 exceeded those of 1925 by \$382,277, based on anticipated increased imports which did not materialize, and on new duties imposed in May, 1925: the great drought which commenced on September 1, 1925, and continued to May 31, 1926, was the principal cause of the deficit. The colony's taxation is principally customs duties and excise taxes on spirits, which form three-quarters of the total revenue, and its wealth depending mainly upon agriculture, a year of drought is of serious consequence to the revenue of the country.

The public debt stands at \$12,965,406, in addition to which the colony was indebted at December 31, 1926, to Crown Agents in the sum of \$5,352,000, of which \$4,691,100 represents advances pending the raising of the loan to finance the Georgetown city improvement and coastal drainage irrigation schemes, and the balance on current commitments.

There is some apprehension as to the future of the colony, and the difficulties which confront it will not be surmounted unless every effort is put forth to ensure the strictest economy in public services, to foster agricultural production in every possible way, to turn the forest and mineral resources to profit wisely, and to make full provision year by year for necessary and unavoidable expenditure, allowing annually for a small surplus. The decision of the Combined Courts to introduce an income tax early in 1928 is considered a forward step, and it is believed that the burden now shouldered by a few will be more equally divided.

Little hope is expressed for any material reduction in expenditure; indeed there is likely to be an increase because of the new undertakings to which the colony is committed. The colony is largely dependent on obtaining a profitable price for sugar, the success of which, barring drought and crop failures, seems assured for some years to come by reason of the generous preference, amounting in value to about one-quarter of the ruling market price, conceded by Canada and the United Kingdom. The report points out that few realize that but for this preference the colony would have been bankrupt.

On December 31, 1920, the colony showed a surplus of \$2,122,445 over expenditure, but this was wiped out within the next two years. Previous to 1920, expenditure never exceeded \$4,256,000, but since that year it has averaged \$5,400,000. The effect on the individual has been an increase in expenditure per capita from \$11.22 in 1917 to \$18.35 in 1926.

WARNING TO EXPORTERS TO BRITISH GUIANA

ACTING TRADE COMMISSIONER R. T. YOUNG

Port of Spain, October 6, 1927.—At the last meeting of the Georgetown Chamber of Commerce the question of dealing with local importers who were guilty of fraudulent practices was discussed.

This matter has been engaging the attention of the Chamber for some time, and in reply to a proposal that the subject should be dealt with by legislation, the Colonial Secretary stated that, while it was not without difficulty, the matter was receiving the serious attention of the Government.

In order to more thoroughly impress upon the authorities the necessity of some immediate action, the Chamber of Commerce has forwarded to the Colonial Secretary evidence of specific cases where certain importers have dealt in a fraudulent manner with the goods of their principals

To the knowledge of this office a number of Canadian firms have suffered loss through similar transactions. This has very often been because they have failed to investigate thoroughly the reliability of the parties soliciting their representation. Once again, it is pointed out that before entering into any business connections with agents in British Guiana, the Royal Bank of Canada, the Canadian Bank of Commerce, the Bank of Montreal, or the Canadian Government Trade Commissioner in Trinidad, should be consulted.

CONDITIONS IN THE UNITED STATES

ASSISTANT TRADE COMMISSIONER J. H. ENGLISH

New York, October 16, 1927.—In the past month, as measured by the volume of cheque payments, general business conditions were better than in the corresponding month of the previous year, although not as gratifying as was indicated during the seasonal period of depression of the summer months. Nevertheless they appear to be satisfactory when compared on an equal basis with 1926, a year when so many records were broken along the lines of production.

CROPS

The crops are reported as being very favourable in practically all lines. The wheat crop, which is now being harvested in the western states, is estimated by the Department of Agriculture to be 28,000,000 bushels greater than that of last year. Corn, one of the most important crops harvested in the United States, will probably be in the neighbourhood of 2,500,000,000 bushels. Bad weather conditions which seriously threatened the cotton crop in the southern states during the spring and summer months, as well as the boll weevil and the floods, have caused a reduction in the cotton acreage from 47,087,000 acres in 1926 to 40,626,000 acres on September 1 of this year. It is estimated that the reduction in the harvest will be at least two and a quarter million bales, with a probable greater drop when actual results are known. The Department of Agriculture estimate is placed at 12,692,000 bales as compared with 17,911,000 bales last year. Live stock conditions throughout the country are reported as being particularly favourable with higher prices than have been in evidence during the past year.

"It is too early," states the National City Bank of New York in its monthly review, "for full comparison of the money values of other crops with those of previous years, but apparently higher prices have more than compensated the producers for all deficiencies in yield. It is always necessary to qualify any statement of such gains in considering their benefits to the general business situation, for when people pay more for food and clothing they have less for other purchases, but there is a nominal equilibrium of purchasing power which yields the best general results, and the farmers have had less than their share in recent years. A rise in the average prices of their products means a restoration of more normal relationships which should be helpful in many ways."

IRON AND STEEL AND MANUFACTURES

Steel production during the past month has revealed the fact that the mills are operating only about 65 per cent capacity, which is only slightly better than the summer seasonal low point. This is apparently due to the continued lack of demand from the railways and the oil and automobile industries, which are the large buyers of structural steel. Pig-iron prices have dropped considerably to the lowest point for some years, and indications are that finished steel will take a somewhat similar course.

The automobile industry has continued fairly active although, principally on account of the shut-down of the Ford plants, production figures this year are nearly 30 per cent below those of 1926 for the summer months. It is confidently anticipated in motor circles that many buyers are withholding purchasing at the present time in order to see the arrival on the market of the new Ford models.

The value of all automotive products exported from the United States during the period January to August inclusive, according to a report just issued by the Department of Commerce, was \$287,696,339. This represents an increase of \$56,496,282 or 24 per cent over the corresponding period during the record year of 1926 and is more than 30 per cent above the entire year of 1924. Passenger cars showed a steady increase, aggregating 23,294 units in August last as compared with 16,130 in the same month in 1926. Total passenger car exports were 202,473 units during the first eight months of 1927.

The majority of other industries are showing signs of steady activity. Cotton textile plants are said to be very busy, while spinners in August broke last year's record for the amount of cotton consumed. The wool textile industry continues to suffer depression, although signs of improvement are apparent with an increased demand for woollen fabrics. Both the tanning and the tire industries are working to capacity, and the former is perhaps in better condition than at any time since the war period. Rayon and silk mills are fully employed.

Activity in the building trades is somewhat abated and flows in a different direction than was formerly the case. Whereas previously the movement was towards office and residential structures, it is now in the direction of public works and similar engineering projects. The aggregate value of construction projects is holding up as high as heretofore, and the present easy money conditions favour a continuance of activity.

Compared with a year ago, industrial employment showed declines in all groups except food, textile, and miscellaneous industries, which showed increases. Unemployment was greater than a year ago, judging from the number of applications per job at the state and municipal employment agencies.

WHOLESALE PRICES

Wholesale prices, generally speaking, have taken an upward trend, increasing for all commodities—as shown by the United States Department of Labour index numbers—from 144.6 in July to 146.6 in August. Based on 1913 figures as 100, principal commodity prices were indicated as follows:—

	Aug., 1927	July, 1927	Aug., 1926
Farm products	146.2	140.5	137.9
Foods	146.2	145.5	150.8
Clothing materials	173.4	170.8	174.7
Fuels	158.3	158.5	179.5
Metals and metal products	119.9	118.9	126.6
Building materials	160.8	162.4	171.8
Chemicals and drugs	120.9	121.2	130.8
House furnishing goods	157.9	157.4	160.8
Miscellaneous	122.3	121.1	121.8
All commodities	146.6	144.6	149.2

Cheque payments, car loadings, and industrial consumption of electrical energy still remain high, indicating a continued high plane of activity although somewhat less than in the exceptional year of 1926.

EXPORTS

Exports from the United States in September reached the highest monthly value for the calendar year, amounting to \$426,000,000, according to the monthly report of the Department of Commerce. With imports amounting to \$341,000,000, the favourable balance of trade recorded for the month is \$85,000,000. The value of imports was \$3,152,539,000 for the nine-months period as compared with \$3,320,677,000 for the same period of last year. The favourable trade balance so far in 1927 is \$356,868,000, as compared with last year's balance at this time of \$87,013,000.

COMMERCIAL CONDITIONS IN MEXICO

TRADE COMMISSIONER C. NOEL WILDE

Mexico City, October 1, 1927.—No noticeable change has taken place in commercial conditions during the month of September. Business continues on a restricted basis, and difficulty is still found in collections; manufacturers complain of lack of orders, especially in the textile trade, and little foreign capital is entering the country for investment purposes. On the other hand, the banking situation is strong, ample funds being available for loans; these, however, are only made on the soundest security.

The principal factors influencing the situation at the present time are the condition of the oil and mining industries, the attitude of labour, restricted legislation, and the presidential campaign, the last-named possibly assuming an increased importance as the attitude of the various candidates becomes defined.

The production of petroleum continues to decrease; the figures for the month of July were 5,488,000 barrels as compared with 6,948,000 for the corresponding month of the previous year.

Exchange on New York has varied between 47.60 and 47.92, with a tendency to firmness at the close of the month. Discount on silver has remained steady at 6.50 per cent.

On September 29 direct telephonic communication was inaugurated between Mexico City and the United States, the occasion being marked by the exchange of verbal greetings between the Presidents of the two countries.

GERMAN MARKET FOR HAY

TRADE COMMISSIONER L. D. WILGESS

NOTE.—1 metric ton = 2,204 pounds.

Hamburg, October 12, 1927.—The large crop of hay in Canada has given rise to inquiries in regard to the possibility of selling Canadian hay to Germany. Normally this country only requires to import timothy and other high-quality hay from neighbouring countries. Holland and Sweden are important sources of supply and the best-quality hay comes from the latter country. The possibility of importing Canadian hay has not hitherto been presented: German importers have no connections in Canada.

Last year Germany imported 81,164 metric tons of hay and chaff as against 163,778 tons in 1925. Of the former quantity, 49,432 tons came from France, 10,993 tons from Holland, 6,402 tons from Sweden, 2,557 tons from Memel territory, 1,948 tons from Luxembourg, and 1,489 tons from Czechoslovakia. The total value of the importation last year was \$1,346,400. In the first eight months of the current year, 21,286 metric tons have been imported, Holland and Sweden being the chief sources of supply.

This year the crop of hay in Germany is reported to be large, but a very considerable proportion has been affected by rain. Canadian exporters therefore should be cautioned not to endeavour to sell to Germany any but the best-quality hay, which has not been affected by rain, as there will be more than sufficient supplies of the poor-quality hay within the country. German importers before incurring any obligations with Canadian exporters would require to see samples of the kind of hay which can be exported from Canada. It is suggested that samples of one ton or more should be consigned to the office of the Canadian Government Trade Commissioner at Hamburg.

The chief kinds of hay required in Germany would be pure timothy or timothy with a mixture of clover, harvested without rain, and possibly also good lucerne or alfalfa hay. As an indication of price, it may be mentioned

that the best Swedish hay, timothy, grown with some white or red clover, is being sold at R.M. 10.25 to R.M. 10.50 (\$2.44 to \$2.50) per 100 kg. (220 pounds or one-tenth of a metric ton) f.o.b. Berlin, exclusive of duty. The present prices of German hay ruling in Central Germany (Magdeburg) per metric ton are as follows:—

Lucerne (alfalfa) I and II cut, good, sound and dry	R.M. 90 to 92 (\$21.43 to \$21.90)
Clover hay, good, sound and dry	R.M. 82 to 85 (\$19.52 to \$20.24)
Prairie hay, I cut, good, sound and dry	R.M. 62 to 65 (\$14.76 to \$15.48)

The duty on hay imported into Germany is R.M. 1 (\$0.238) per 100 kg.

GERMAN GRAIN CROPS

TRADE COMMISSIONER L. D. WILGRESS

Hamburg, October 13, 1927.—The preliminary estimates of the German grain harvest in 1927 have been published in *Wirtschaft und Statistik*. It is pointed out that the reports covering the condition of the crops at the beginning of August led to the expectation of a generally satisfactory and in part even a good harvest of grain. This favourable outlook had to be modified through the period of constant rains which set in about the middle of August, when considerable harm was done to the standing crops. The districts to suffer the most were those in North Germany, particularly along the coast. The Prussian reports for September therefore showed a decreased estimated yield per hectare in the case of all grains, while similar conditions were reported to have prevailed in the other States.

On the basis of these reports the total estimated yields of the principal grains as compared with the two previous years and the 1911-13 average for the present territory of Germany are given as follows:—

Preliminary German Crop Estimates

Kind of Grain	1927	1926	1925	1911/13
	Yield in 1,000 Metric Tons (2,204 lbs.)			
Winter wheat	2,820	2,360	2,980	3,320
Summer wheat	270	240	240	450
Winter spelt	150	130	150	420
Winter rye	7,170	6,320	7,970	9,450
Summer rye	100	90	100	130
Winter barley	360	330	320	...
Summer barley	2,310	2,130	2,280	2,870
Oats	6,310	6,320	5,580	7,680

According to the above preliminary crop estimates, the total harvest of bread grains this year amounts to 1,380,000 metric tons more than last year or an increase of 15.1 per cent. Of this increase 870,000 metric tons are comprised of rye and 520,000 metric tons of wheat inclusive of winter spelt.

Unofficial reports, however, indicate that most of the additional quantity of wheat harvested as compared with last year will not be available for human consumption owing to the effect of the rain on the quality of the grain. It is also estimated that over 10 per cent of the total rye crop can only be used for cattle food. The German millers have already stated that, owing to the poor quality of this year's harvest, the farmers will not find such a ready market for their bread grains as in good harvest years and that the millers will be compelled to select for purchase only grain from which a consumable flour can assuredly be produced. The actual percentage of the bread grain harvest, which will not be available for human consumption, can only be ascertained after the complete threshing results are known.

Owing to the poor quality of this year's bread grain harvest, a further increase in the imports over those of last year would not be surprising, but this would probably be accompanied by a decrease in the imports of fodder grain such as barley and oats, since the farmers will use for cattle feeding the wheat and rye which has been most affected by the rain. Moreover, as the above estimates show the crop of barley is about 200,000 metric tons greater than last year and that of oats is only slightly smaller. Last year was notable for a greatly increased importation of barley, but this is largely attributable to the more intensive animal breeding.

The following table, published in *Wirtschaftsdienst*, compares the imports, exports and consumption of the principal grains in Germany during the crop years 1926-27 and 1925-26:—

	Crop Year 1926/27			Crop Year 1925/26		
	Imports	Exports	Consumption	Imports	Exports	Consumption
	(Harvest and Net Import)			(Harvest and Net Import)		
	In 1,000 Metric Tons					
Wheat.	2,528	93	5,032	1,835	452	4,755
Rye	640	153	6,832	221	342	8,184
Barley	2,105	1.6	4,566	1,250	1	3,849
Oats	277	114	6,488	381	76	5,890

MARKET FOR APPLES IN SWEDEN

A communication has been received from Mr. L. D. Wilgress, Canadian Trade Commissioner in Hamburg, embodying certain changes and additions in that section of his report on the "Swedish Market for Canadian Fruits and Provisions" which dealt with apples, published in the last issue of the *Commercial Intelligence Journal*, page 565. Accordingly this part of the report is being reprinted, with the alterations and additions incorporated.

FRESH APPLES

The greatest interest is being shown by Swedish firms in the importation of fresh apples from Canada. This may be said to be the Canadian food product for which the best opportunity is presented of increased trade with Sweden.

In the fiscal year ending March, 1926, Canada exported 9,646 barrels of apples to Sweden of a total value of \$54,530. Last year the shipments totalled 3,070 barrels valued at \$14,647. This year the prospects are for a greatly increased sale of Canadian apples, provided the shippers can deliver. With supplies in the United States none too plentiful, Swedish buyers are looking to Canada for a larger proportion of their requirements.

The Swedish trade returns for the year 1926 give a total importation of fresh apples amounting to 28,881,142 pounds valued at 6,937,843 kronor. The United States was the chief source of supply with 18,068,371 pounds, followed by Great Britain, Italy, Germany, and Denmark. Australia supplied 889,379 pounds, and Canada is given as the source of supply for only 49,665 pounds.

Both boxed apples and barrelled apples are required in Sweden. Gothenburg provides a good market for apples in barrels, while Stockholm takes mostly boxed apples. The chief requirements of the market are that the apples should show a red colour and should not be too large. Another requirement is that only good-keeping varieties should be shipped.

Apples showing a red colour are preferred as the Swedes buy fruit chiefly by the eye. Yellow Newtowns, however, are well liked and are one of the varieties of boxed apples sold in Sweden. The chief sale of boxed apples for

arrival before Christmas is of Jonathans. After Christmas Winesaps and Newtowns comprise the bulk of the shipments. Small lots of McIntosh Red have been sold and are very much liked, but some brokers consider this a dangerous variety for the market, as the apples do not keep well enough. Spitzbergens are another variety of British Columbia apples that could be sold in Sweden.

In barrel apples, the chief trade has been in such varieties as Ben Davis and York Imperials from Virginia. These are all-red varieties, whose particularly attractive appearance makes them very formidable competitors. It is on the score of relatively short colour that Canadian apples are particularly criticized. Nova Scotia Baldwins, for example, would probably find it difficult to make headway on this market, on this account, but Kings and Gravensteins would be suitable.

For boxed apples the extra fancy grade is mostly required. The best proportion in a carload is stated to be 75 per cent of extra fancy and the balance of fancy grade.

The Swedes have a distinct prejudice against large apples. They fear that over-sized apples are not likely to keep and the sale of apples by weight favours the smaller sizes. For boxed apples the chief sizes required are from 150 to 200, the most popular sizes being 168 and 175. Small proportions of 216 and 225 can even be absorbed, but it is difficult to sell any apples larger than 150. It is reported that business has been done in size 138, but there is really no demand for any of the larger sizes of apples.

For barrel apples the sizes required are $2\frac{1}{4}$ and $2\frac{1}{2}$ and No. 1 grade is principally in demand. It is suggested that, for the Swedish market, Canadian sizing regulations might reasonably be relaxed so as to permit $2\frac{1}{4}$ -inch apples in the No. 1 grade. American grade A quite commonly includes this size, and it is a distinct handicap for Canadian shippers to be obliged to ship fruit of first quality as No. 2, because slightly lacking in size. The $2\frac{1}{4}$ -inch size is one of the best for the Scandinavian market, and should not carry a depreciatory grade designation.

Nearly all orders for apples on the Swedish market are on the basis of firm contracts, payment cash against documents. It is necessary for shippers to have agents, who will book orders from the leading importers for a commission of 5 per cent. South Swedish firms, in such centres as Malmö and Helsingborg, frequently purchase apples on the Copenhagen auctions, but Stockholm and Gothenburg buy almost exclusively on firm contract from overseas shippers and these are the two largest fruit centres in the country. When prices realized on the Copenhagen auctions are low, this is apt to have an unsettling effect on the trade in Sweden, which otherwise is conducted for the most part independently of Copenhagen.

Sweden is providing an increasing market for fresh apples. The standard of living is high and people can afford to pay the prices for high-class fruit. Last season one agent sold some 25,000 boxes of Australian apples and is hopeful of a much larger sale next spring. There are few countries in Europe which hold out better prospects for an increased trade in Canadian apples than Sweden.

PERU'S FAVOURABLE TRADE BALANCE

Final figures on the foreign trade of Peru last year show a favourable trade balance. This, however, is quite usual with this country. Imports were valued at £P19,559,493, while exports amounted to £P23,974,699. These figures represent a considerable increase over those for 1925. During the year the production of sugar reached 375,000 metric tons, and the yield of cotton was 53,595 metric tons, both items showing a most satisfactory increase over the output in 1925.

CANADIAN PRODUCTS FOR THE RHINE

Dried Grains

TRADE COMMISSIONER A. B. MUDDIMAN

Rotterdam, September 26, 1927.—There is a market in the Rhineland for a number of residue products. Reports from the Hamburg office have informed Canadian exporters in regard to the market for fish meal and crushed lobster shells. Further, certain metal refiners in Cologne and Frankfort are interested in waste ores, with spelter, slag, etc., if propositions have commercial interest for them. It is stated that they find certain of these waste products in Canada commercially valuable to them.

The attention of this office has been directed to a striking example in another industry. Dried grains are the dried remainder of brewing malt or distillery malt and are used in large quantities in Germany for feeding purposes owing to their content of albuminoids and fat. Samples of those in use can be forwarded by this office to interested parties. To be satisfactory for this market, it is not sufficient that the remainder of the brewing malt or distillery malt be merely dried in the ordinary way. A special machine manufactured in Denmark should be used. (The name of the manufacturer can be obtained on application to the Department of Trade and Commerce, Ottawa.) The wet malt remainder has to be dried with this, or a similar, special drying plant. Quite recently a German manufacturer supplied two complete plants for Japan for this purpose. As soon as the grains are properly dried, their durability is said to be unlimited. They should be packed in new hessian bags, each containing 112 pounds net, and bearing a brand, trade mark or chop. For instance, the dried grains of Messrs. Guinness, Dublin, bear the following brand in black:—



No guarantee is required as to percentage of albuminoids and fat under the feeding stuffs law in Germany such as is said to be required of manufacturers of dried ale grains in the United Kingdom. The chief consideration is that the dried grain should be thoroughly dried and contain a quantity of malt dust, showing a good percentage of albuminoids and fat. To give an idea of price, on August 9 the writer was informed by one firm which purchase annually 20,000 tons that they were prepared to give on that date 142s. 6d. per ton c.i.f. Continent. Grains are imported into Germany from England and the Argentine, and before prohibition they were imported from the United States. There are three standard types of dried grains on the market. These are:—

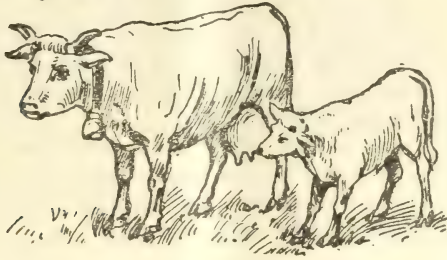
- (1) Messrs. Guinness', Dublin, dried grains.
- (2) London dried ale grains.
- (3) Argentine dried grains.

The fact that Argentine grains can compete would seem to indicate that the question of freight should prove no obstacle in the way of Canadian firms entering this market. It was stated that Guinness' dried grains contain 27 per cent fat and albuminoids; but South American contain a higher percentage, ranging from 28 to 40. These factors are important, since quality as well as price counts. It would seem, in view of the fact that Canadian barley contains nitrates, that it should produce rich dried grains of excellent quality. Recently

an import firm in Frankfort-on-the-Main reported that they had just received a small shipment from Montreal and that the quality was satisfactory. Three trade inquiries for dried grains are published in this issue on page 624.

Dried grains are advertised in Germany as "Getrocknete Biertreber". Attached is an illustration of an advertisement of one well-known brand.

Getrocknete Biertreber „MILCHKUH“



The names of three importers are on file at the Department of Trade and Commerce, Ottawa, and may be obtained by interested Canadian firms on application.

HYDRO-ELECTRIC PROJECT IN THE REPUBLIC OF COLOMBIA

Mr. James Cormack, Canadian Trade Commissioner, who has been recently visiting the Republic of Colombia in the interests of Canadian trade, writes that the municipality of Medellin in that republic is about to embark on an extensive hydro-electric undertaking which is expected to cost in the neighbourhood of \$1,000,000.

The closing date for tenders is December 31 of this year. Large electric circuits, electric generators, transformers with all associated equipment for an electric power house, transmission lines, wires, telephones, etc., are among the equipment called for.

A copy of the specifications is on file at the Department of Trade and Commerce, Ottawa, which is available for interested Canadian firms (quote file No. 18659).

RUMANIAN AUTOMOBILE MARKET

There has been a very notable increase in the number of motor-vehicles in use in Rumania during 1926 as compared with the previous year, and on January 1, 1927, total registrations were 15,895, as compared with 11,725 at the beginning of 1926. The most striking increase is that which has taken place in the number of touring cars of which no fewer than 4,501 have been added during the twelve months.

The United States is the principal source of supply, followed by Italy, France, Germany, and Austria. Great Britain does a very poor trade in comparison, and it should be increased. There are potential customers among the urban inhabitants of Rumania with comfortable incomes, and the best season for sales is from May to September. Motor-buses and lorries are not largely used, and the sale of motor-cycles is restricted, largely owing to the low prices of some of the cheap touring cars.

TARIFF CHANGES AND CUSTOMS REGULATIONS

New Cuban Tariff Brought into Force

TRADE COMMISSIONER P. W. COOK

Habana, Cuba, October 22.—A new customs tariff has been signed and will come into force on October 24. The new tariff is double column.

Following are normal rates on some goods, maximum rates in all cases being double:—

Potatoes imported between December 31 and May 31, \$2 per 100 kg. (220 pounds), other times \$1 per 100 kg.; onions, \$1.25 per 100 kg.; structural timber, 25 cents per 100 kg.; butter, \$5 per 100 kg.; cheese, \$8 per 100 kg.; beef and pork, \$7 per 100 kg.; beer, in casks \$5.40 per hectolitre (22 gallons), in bottles \$6.75; kraft paper, \$4.25 per 100 kg.

The rates of duty on codfish, flour, and condensed milk have not been changed. Seed potatoes, newsprint, and paper pulp are free of duty.

The percentage of reductions of duty granted to the United States are maintained, being applicable to the normal rate.

Proposed Marking of Oats Entering Great Britain

An application for an Order in Council under the British Merchandise Marks Act, 1926, to require the marking of imported oats, has been referred for inquiry to the Standing Committee set up under the Act by the Minister of Agriculture and Fisheries, the Secretary of State for the Home Department, and the Secretary of State for Scotland, acting jointly. It is expected that the inquiry in this case will take place in conjunction with that relating to imported oatmeal and rolled oats. Under the provisions of the Act, while the committee in every case referred to them must consider whether the goods should bear the indication of origin at the time of sale or exposure for sale, they may also, at their discretion, consider and report upon the question whether such goods should bear an indication of origin at the time of importation.

New Zealand Tariff on Glass Bottles and Jars

With reference to the cabled information published in *Commercial Intelligence Journal* No. 1236 (October 8, 1927, page 509) respecting New Zealand tariff changes on glass bottles and jars, the text of the tariff bill as introduced affecting these goods is as follows:—

Item No.	British Preferential Tariff	General Tariff
208. Bottles and jars, empty plain glass, not being cut or ground except as specified, viz.:—		
(1) Bottles or jars specially suited for the distribution of milk or cream; all bottles or jars ground only at the neck for stopper or cap; infants' feeding bottles with or without attachments	Free	20% ad val.
(2) Other kinds, viz.:—		
(a) Having a capacity exceeding one fluid ounce, but not exceeding eight fluid ounces.		
Up to and including March 31, 1928	Free	20% ad val.
(b) On and after April 1, 1928	20% ad val.	40% ad val.
(b) Having a capacity exceeding eight fluid ounces	15% ad val.	35% ad val.
(c) Not elsewhere included in any item of the complete New Zealand tariff	Free	20% ad val.

The notice in the *Commercial Intelligence Journal* referred to above stated that glass bottles and jars exceeding 8 ounces were to be free under the British preferential tariff and 20 per cent ad valorem under the general tariff until December 31, 1927. A later cablegram referring to this modification included only glass jars.

Increased Polish Duties

TRADE COMMISSIONER L. D. WILGRESS

Hamburg, October 6, 1927.—A law of November 22, 1924, empowered the Polish Government to increase by 100 per cent the customs duties on goods imported from countries with which Poland has not concluded a commercial treaty, and to impose duties on goods, normally duty-free, imported from such countries.

An order of August 11, 1927, provides that this law is to come into force on December 26, 1927. As Canada has no commercial agreement with Poland, it will affect all Canadian goods imported into Poland.

The duty-free goods which will become dutiable when imported from non-treaty countries include certain cereals, pulse, vegetables, and cattle. The following is a list of the rates of duty which will be imposed on certain cereals imported into Poland from non-treaty countries as from December 26 next:—

	Duty per 100 Kg. in Zloty
(1) Cereals in the grain and pulse—	
(1) Cereals in the grain:	
(a) Rye, barley, oats.. . . .	6.00
(b) Wheat	15.00
(c) Black wheat, buck wheat, millet, maize	4.00
(d) Indian corn	Free of duty
(2) Pulse:	
(a) Peas, lentils, beans, peluche, vetch, ornithopus sativus, broad beans	4.00
(b) French beans.. . . .	7.00
(c) Lupine.. . . .	Free of duty

The current exchange value of the Polish zloty at the present time is about 11 $\frac{1}{4}$ cents in Canadian money, and duties are payable on this basis (100 kg. are the equivalent of 220 pounds).

CANADIAN PACIFIC NEW CARGO VESSELS

The Canadian Pacific Railway Company, in order to augment their cargo service between Montreal, London, and Continental ports, will shortly add five modern twin screw cargo vessels to their fleet. The new ships will represent the highest type of express cargo steamer and will be used to maintain a weekly service from each terminal port, working strictly to schedule and ensuring definite arrival dates.

Normally the steamers will carry a deadweight of about 10,500 tons on a draught of 27 feet, but should the need arise as much as 13,000 tons may be carried on the maximum load draught. The power of the machinery is such that a service speed of 14 knots will be maintained in all weathers, and the passage from Montreal to London will be made in about nine and a half days. The lines, bossing and propellers have been specially considered, with the result that sea speed will be maintained on the minimum expenditure of horse-power.

The leading particulars of these ships are:—

Length on water line, 512 feet.
Beam (moulded), 61 feet 6 inches.
Depth to upper deck, 40 feet 6 inches.
Gross tonnage, about 10,000 tons.

The vessels have been built to the highest class of Lloyd's Register and are specially strengthened for navigation in ice. The whole of the steel construction is of the highest workmanship and every precaution has been taken to ensure that these ships will deliver their cargoes in good condition and require the minimum of upkeep.

The vessels are each subdivided by eight watertight bulkheads, seven of which extend to the main deck, the collision bulkhead being carried to the upper deck.

There are six lower cargo holds, one of which may be used as a deep tank. The two lower holds immediately abaft the machinery space, together with the lower 'tween decks over, are insulated for the carriage of refrigerated cargo.

The capacity for cargo is over 570,000 cubic feet, but in addition to this, provision has been made for about 80,000 cubic feet of insulated cargo space, divided up into several self-contained compartments for various types of refrigerated cargoes. Special air-cooled arrangements have been fitted for the carriage of dairy produce, and in the case of compartments for frozen and chilled meat the insulation and refrigeration is exactly similar to that of vessels engaged exclusively in the meat trade. A special feature is the provision of a large odour-proof cargo space.

Four of the six lower cargo holds are to be used for general cargo, and arrangements have been made for fitting portable grain bulkheads so that bulk grain may be carried with safety. Throughout the ordinary cargo spaces special electric fan ventilation is fitted, so that apples and other fruit cargoes may be carried without fear of deterioration on the voyage. Provision has been made for the carriage of cattle in the upper 'tween decks and every requirement of the trade has been carried out in order that the necessary stalls may be erected at comparatively short notice.

Ample provision is made for water ballast, the whole of the double bottom being used for this purpose, with the exception of the feed water tanks under the engine room. The vessels are arranged for coal burning, and provision is made for carrying over 2,500 tons of coal. The equipment of these vessels follows the highest modern practice, and every facility for rapid cargo handling has been provided.

TRADE COMMISSIONERS ON TOUR

Three Trade Commissioners are at present undertaking tours of the Dominion in the interests of Canadian trade. These are Mr. Harrison Watson (London); Mr. G. B. Johnson (Scotland and Northern Ireland); and Mr. C. M. Croft (New Zealand). The following are the dates of their itineraries:—

Mr. Harrison Watson

Toronto.. . . .	October 26 to November 5
Hamilton.. . . .	November 7 to November 9
Brantford	November 10 and November 11
St. Catharines.. . . .	November 12
Windsor.. . . .	November 14 and November 15
London.. . . .	November 16 and November 17

Mr. G. B. Johnson

Vancouver.. . . .	October 23 to November 7
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Mr. C. M. Croft

Vancouver.. . . .	October 30 to November 15
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Canadian firms who desire to be brought in touch with the Trade Commissioners or to interview them are requested to communicate, in the case of Toronto and Vancouver, with the Secretary of the Canadian Manufacturers' Association, and in that of the other cities included in the above itineraries with the secretary of the Board of Trade or the Chamber of Commerce.

FOREIGN EXCHANGE QUOTATIONS FOR THE WEEK ENDING OCTOBER 24, 1927

The Foreign Exchange Department of the Bank of Montreal has furnished the following statement of the nominal closing quotations for all the principal exchanges for the week ending October 24, 1927. Those for the week ending October 17, 1927, are also given for the sake of comparison.

Country	Monetary Unit	Parity	Week Ending October 17, 1927	Week Ending October 24, 1927
Britain	£	\$4.86 $\frac{3}{4}$	\$4.8640	\$4.8592
Belgium	Belga	.1390	.1390	.1390
Czecho-Slovakia	Krone	.20263	.0296	.0296
Finland	Mark	.0252	.0252	.0252
France	Fr.	.1930	.0392	.0392
Holland	Florin	.4020	.4018	.4018
Italy	Lire	.1930	.0545	.0546
Spain	Pes.	.1930	.1702	.1719
Portugal	Esc.	1.0805	.0500	.0500
Switzerland	Fr.	.1930	.1926	.1926
Germany	Reichs Mk.	.2382	.2382	.2384
Greece	Dr.	.1930	.0133	.0134
Norway	Kr.	.2680	.2629	.2631
Sweden	Kr.	.2680	.2692	.2690
Denmark	Kr.	.2680	.2678	.2676
Austria	Schilling	.1407	.1412	.1412
Japan	Yen	.4985	.4660	.4658
Siam	Tical	.3709	.4500	.4500
India	Rupee	.3650	.3656	.3656
United States	\$	1.0000	.9989	.9985
Mexico . . . . .	\$	.4985	.4780	.4775
Argentine Rep.	Peso (Paper)	.4244	.4280	.4276
Brazil	Mil.	.5462	.1195	.1195
Jamaica	£	4.86 $\frac{3}{4}$	4.8700	4.8700
British Guiana	\$	1.0000	1.00 $\frac{3}{4}$ —1.02	1.00 $\frac{3}{4}$ —1.02
Barbados	\$			
Trinidad	\$			
Dominica	\$			
St. Kitts	\$			
Grenada	\$			
St. Vincent	\$	1.0000	1.00 $\frac{3}{4}$ —1.02	1.00 $\frac{3}{4}$ —1.02
Tobago	\$			
China	Taël		.6243	.6237
Batavia, Java	Guilder		.4020	.4012
Peru	Libra		4.8665	3.8500
Singapore, Str. Settlement . . . . .	\$		.5678	.5625

TRADE INQUIRIES FOR CANADIAN PRODUCTS

Since the publication of the last *Commercial Intelligence Journal* there have been received the following inquiries for Canadian products. The names of the firms making these inquiries, with their addresses, can be obtained only by those specially interested in the respective commodities upon application to: "THE COMMERCIAL INTELLIGENCE BRANCH OF THE DEPARTMENT OF TRADE AND COMMERCE, OTTAWA," OR THE BOARDS OF TRADE AT ST. JOHN, HALIFAX, QUEBEC, SHERBROOKE, MONTREAL, TORONTO, WOODSTOCK, ST. MARY'S (ONT.), PORTAGE LA PRAIRIE, ST. BONIFACE (MAN.), WINNIPEG, VANCOUVER, NEW WESTMINSTER, AND PRINCE RUPERT; THE CHAMBERS OF COMMERCE AT BELLEVILLE, PETERBOROUGH, HAMILTON, ST. CATHARINES, STRATFORD, GUELPH, BRANTFORD, LONDON, ST. THOMAS, SARNIA, AND VICTORIA (B.C.); THE CHAMBRE DE COMMERCE, DISTRICT OF MONTREAL; BORDER CHAMBER OF COMMERCE, WINDSOR; THE CANADIAN MANUFACTURERS' ASSOCIATION OFFICES AT TORONTO, MONTREAL, WINNIPEG, EDMONTON, VANCOUVER, AND VICTORIA; AND THE KITCHENER AND WATERLOO MANUFACTURERS' ASSOCIATION, KITCHENER (ONT.).

Foodstuffs

992. DRIED FISH.—A commission agent in Port-of-Spain, Trinidad, desires to be placed in touch with Canadian exporters of dried fish.

993. CANNED SALMON.—A commission agent in Port-of-Spain, Trinidad, desires to be placed in touch with Canadian exporters of canned salmon.

994. ROLLED OATS.—A London company would like to effect a connection with a Canadian miller of rolled oats who is not at present represented in London.

995. SALTED ROASTED PEANUTS.—A Liverpool produce firm are interested, as buyers or agents, in getting in touch with Canadian manufacturers of salted roasted peanuts in a position to quote c.i.f. Liverpool prices on 14-pound lever-lid tins.

Miscellaneous

996. GRAIN.—A firm of grain importers in Berlin, Germany, wish to get in touch with Canadian exporters of wheat, rye, barley, and oats.

997. DRIED GRAINS.—A concern in Frankfort-on-the-Main, Germany, desires c.i.f. quotations Continental ports and samples of dried grains (brewing and distilling malt remainder).

998. DRIED GRAINS.—Old-established firm in Frankfort-on-the-Main desire quotations c.i.f. Continental port and samples of dried grains (remainder of brewing and distilling malt).

999. DRIED GRAINS.—Importers of dried grains would like to receive samples and quotations c.i.f. Continental port.

1000. BARLEY.—Antwerp firm of importers desire to receive c.i.f. Antwerp quotations on Canadian barley No. 3 and superior.

1001. CASINGS.—A London firm would like to hear from Canadian exporters of casings.

1002. SEAL SKINS.—A London firm ask to be placed in touch with Canadian exporters of seal skins.

1003. PIG SKINS.—A London firm ask to be placed in touch with Canadian exporters of pig skins.

1004. CATTLE HAIR.—A London firm wish to effect a connection with Canadian exporters of cattle hair.

1005. PATENT LEATHER.—Canadian exporters desiring representation in Alsace-Lorraine should submit c.i.f. prices and samples.

1006. WOOD GRIPS.—A firm in the English Midlands desire quotations c.i.f. United Kingdom port or free delivered on two sizes of wood grips for use on aluminum-ware in quantities of 25,000 each size. Black rubberoid coating necessary. Samples on file.

PROPOSED SAILINGS FROM CANADIAN PORTS

(The sailing dates are approximate and subject to change without notice)

From Montreal

To ANTWERP.—Canadian Rancher, Nov. 1; Canadian Aviator, Nov. 11; Canadian Planter, Nov. 21—all C.G.M.M.

To AVONMOUTH.—Huronian, Nov. 5; Colonian, Nov. 19; Oxonian, Nov. 26—all White Star-Dominion; Concordia, Cunard Line, Nov. 12.

To BELFAST, LONDONDERRY, CORK AND DUBLIN.—Torr Head, Nov. 16; Fanad Head, Nov. 22—both Head Line.

To CARDIFF AND SWANSEA.—Canadian Leader, Nov. 4; Canadian Mariner, Nov. 18—both C.G.M.M.

To DUNDEE.—Cairntorr, Thomson Line, Nov. 19.

To GLASGOW.—Athenia Nov. 4; Tarantia, Nov. 11; Carmia, Nov. 18; Letitia, Nov. 26—all Cunard Line.

To HULL.—Bay State, Nov. 8; Ariano, Nov. 22—both Furness Line.

To LIVERPOOL.—Montclare, Nov. 4; Montrose, Nov. 11; Montcalm, Nov. 18; Melita, Nov. 25—all Canadian Pacific; Megantic, Nov. 5; Doric, Nov. 12; Albertic, Nov. 19; Regina, Nov. 26—all White Star-Dominion.

To LONDON.—Canadian Rancher, Nov. 1; Canadian Aviator, Nov. 11; Canadian Planter, Nov. 21—all C.G.M.M.; Antonia, Nov. 4; Ascania, Nov. 11; Alaunia, Nov. 18; Ausonia, Nov. 25—all Cunard Line; Brecon, Nov. 4; Berwyn, Nov. 12; Balfour, Nov. 19; Bothwell, Nov. 25—all Canadian Pacific; Bay State, Nov. 8; Ariano, Nov. 22—both Furness Line.

To MANCHESTER.—Manchester Producer, Nov. 3; Manchester Citizen, Nov. 10; Manchester Division, Nov. 17; Manchester Regiment, Nov. 24—all Manchester Liners.

To NEWCASTLE AND LEITH.—Cairnmona, Nov. 5; Cairnvalona, Nov. 12; Cairntorr, Nov. 19; Cairnross, Nov. 26—all Thomson Line.

To HAMBURG.—Cairndhu, Nov. 3; Cairngowan, Nov. 10; Cairnglen, Nov. 25—all Thomson Line; Queens County, Nov. 5; Galden Gate, Nov. 22—both County Line; Berwyn, Nov. 12; Bothwell, Nov. 25—both Canadian Pacific.

To HAVRE.—Laval County, Nov. 9; Key West, Nov. 25—both County Line.

To ROTTERDAM.—Porsanger, Nov. 10; Grey County, Nov. 30—both County Line.

To COPENHAGEN AND BALTIC PORTS.—Pennsylvania, Nov. 5; Maine, Nov. 15; Texas, Nov. 16—all Scandinavian-American Line.

To ITALIAN PORTS.—Val steamer, Lloyd Mediterraneo Italian Service, Nov. 5.
 To NORWEGIAN PORTS.—Topdalsfjord, Norwegian-American Line, Nov. 5.
 To SOUTH AND WEST AFRICAN PORTS.—Calgary, Elder Dempster Line, Nov. 15.
 To AUSTRALIAN PORTS.—Canadian Constructor, C.G.M.M., Nov. 12; Cydonia, New Zealand SS., Nov. 23.
 To NEW ZEALAND PORTS.—Canadian Britisher C.G.M.M., Nov. 25; Cydonia, New Zealand SS., Nov. 23.
 To ST. KITTS, ANTIGUA, BARBADOS, TRINIDAD AND DEMERARA.—Canadian Runner (calls at Guadeloupe), Nov. 3; Canadian Squatter, Nov. 17—both C.G.M.M.
 To BERMUDA, BAHAMAS, JAMAICA AND BRITISH HONDURAS.—Canadian Fisher, C.G.M.M., Nov. 16.
 To ST. JOHN'S, NFLD (via CHARLOTTETOWN).—Canadian Sapper, C.G.M.M., Nov. 3, Nov. 24; Farnham, Nov. 18; Copthorne, Nov. 8—both Canadian Steamship Lines.
 To CORNERBROOK.—New Northland, Clarke SS., Nov. 9.

From Quebec

To ANTWERP AND SOUTHAMPTON.—Montroyal, Nov. 2; Montnairn, Nov. 16—both Canadian Pacific.

From St. John

To BERMUDA, ST. KITTS, ANTIGUA, MONTSEERRAT, DOMINICA, ST. LUCIA, BARBADOS, ST. VINCENT, TRINIDAD AND DEMERARA.—Canadian Pathfinder, Nov. 19; Canadian Volunteer, Dec. 3—both C.G.M.M.; Haraldshaug, Nov. 2; a steamer, Nov. 30—both Pickford & Black.

From Halifax

To BORDEAUX AND VIGO (SPAIN).—Chicago, French Line, Nov. 20.
 To LIVERPOOL.—Galtymore, Nov. 11; London Corporation, Nov. 16; Kenmore, Nov. 23—all Furness, Withy.
 To LONDON AND HULL.—Bay State, Nov. 11; Ariano, Nov. 25—both Furness, Withy.
 To MANCHESTER.—Manchester Producer, Nov. 7; Manchester Citizen, Nov. 14; Manchester Shipper, Nov. 19; Manchester Brigade, Nov. 28—all Furness, Withy.
 To ST. JOHN'S, NFLD.—Kenmore, Furness, Withy, Nov. 23; Silvia, Nov. 15, Nov. 29; Nerissa, Nov. 8, Nov. 22—both Red Cross Line; Farnorth, Nov. 5, Nov. 19; Sambro, Nov. 8—both Farquhar SS.
 To EAST COAST NEWFOUNDLAND PORTS.—Sambro, Farquhar SS., Nov. 8.
 To WEST AND SOUTH COAST NEWFOUNDLAND PORTS.—Skipper, Farquhar SS., Nov. 3, Nov. 24.
 To ST. PIERRE-MIQUELON.—Pro Patria, French Mail Service, Nov. 8, Nov. 22; Skipper, Farquhar SS., Nov. 3, Nov. 24.
 To BERMUDA, ST. KITTS, NEVIS, ANTIGUA, MONTSEERRAT, DOMINICA, ST. LUCIA, BARBADOS, ST. VINCENT, GRENADA, TRINIDAD AND DEMERARA.—Canadian Skirmisher, Nov. 4; Canadian Carrier, Nov. 18—both C.G.M.M.; Haraldshaug, Nov. 10; Ivernina, Nov. 24—both Pickford & Black.
 To SANTIAGO (CUBA) AND KINGSTON (JAMAICA).—Caledonia, Nov. 2, Nov. 30; Andalusia, Nov. 16—both Pickford & Black.

From Vancouver

To YOKOHAMA, KOBE, NAGASAKI, SHANGHAI, HONG KONG AND MANILA.—Empress of Canada, Nov. 17; Empress of Russia, Dec. 8—both Canadian Pacific.
 To YOKOHAMA, KOBE, MIKE AND HONG KONG.—Achilles, Nov. 8; Tyndareus, Nov. 29—both Blue Funnel.
 To HONOLULU, SUVA, AUCKLAND AND SYDNEY.—Aorangi, Canadian-Australasian Service, Nov. 16.
 To MELBOURNE, SYDNEY AND BRISBANE.—West Cajoot, American-Australian Orient Line, Nov. 19.
 To AUCKLAND, WELLINGTON, DUNEDIN AND NAPIER.—West Elcagon, American-Australia Orient Line, Nov. 19.
 To HAVRE, ANTWERP AND BORDEAUX.—Montana, Nov. 14; Nevada, Nov. 19—both Cie. Gle. Transatlantique.
 To MARSEILLES, BARCELONA, GENOA, LEGHORN, NAPLES, VENICE AND TRIESTE.—Carso, Navigazione Libera Triestina, Dec. 1.
 To LONDON, HAMBURG, ROTTERDAM AND ANTWERP.—Noorderdyk, North Pacific Coast Line, Nov. 20.
 To LIVERPOOL, SOUTHAMPTON, LONDON AND ROTTERDAM.—Cardiganshire, Nov. 4; Nebraska, Nov. 18—both North Pacific Coast Line.
 To HAMBURG, ANTWERP AND BREMEN.—Seekonk, Nov. 10; Indien, Nov. 29—both Hamburg American Line.
 To TRINIDAD, BARBADOS, MARTINIQUE AND GUADELOUPE.—Dicto, Canadian Transport Co., Nov. 12.

COMMERCIAL INTELLIGENCE SERVICE

CANADIAN TRADE COMMISSIONERS

Argentine Republic

E. L. McColl, Reconquista No. 46, Buenos Aires. *Cable Address, Canadian.*

Australia

D. H. Ross. Address for letters—Box 196C, G.P.O., Melbourne. Office—Safe Deposit Building, Melbourne. *Cable Address, Canadian.*

Commercial Agent: B. Millin, The Royal Exchange Building, Sydney, N.S.W.

Belgium

Yves Lamontagne, 98 Boulevard Adolphe Max, Brussels. *Cable Address, Canadian.*

Brazil

A. S. Bleakney. Address for letters—Caixa Postal 2164 Rio de Janeiro; office, Avenida Rio Branco, 9. *Cable Address, Canadian.*

British West Indies

R. T. Young, Acting Trade Commissioner. Address for letters—P.O. Box 125, Port of Spain, Trinidad. Office, Colonial Bank Building. (Territory includes Barbados, Windward and Leeward Islands, British Guiana Porto Rico and Venezuela). *Cable Address, Canadian.*

P. W. Cook. Address for letters—P.O. Box 225, Kingston, Jamaica. Office—Jamaica Mutual Life Insurance Building. (Territory covers Jamaica, Hayti, San Domingo, Central American States, Colombia, Bermuda and the Bahamas.) *Cable Address, Cantracom.*

Cuba

James Cormack. Address for letters—Care H.B.M. Consul, San Pedro 4, Havana, Cuba.

China

L. M. Cosgrave. Address for letters—P.O. Box 300. Office—North China Daily News Building, 17 The Bund, Shanghai. *Cable Address, Cancoma.*

France

Hercule Barré, 17 and 19 Boulevard des Capucines, Paris. *Cable Address, Cancomac.*

Germany

L. D. Wilgress, Gutrufhaus, Neuerwall 10, Hamburg 36. *Cable Address, Mapleleaf.* (Territory covers Germany, Russia; the countries on the eastern shore of the Baltic, Poland and Czecho-Slovakia.)

Holland

A. B. Muddiman, Beursplein 26B, Rotterdam. (Territory includes the Rhine valley.) *Cable Address, Canadian.*

India and Ceylon

H. R. Poussette, P.O. Box 2003, office, Sassoon House, 4 Lyons Range, Calcutta. *Cable Address, Canadian.*

NOTE.—Bentley's Complete Phrase Code is used by Canadian Trade Commissioners.

Irish Free State

F. W. Fraser, 66 Upper O'Connell street, Dublin. *Cable Address, Canadian.*

Italy

Jean J. Guay, Via Manzoni Nr. 5—Milan (2). *Cable Address, Canadian.*

Japan

J. A. Langley. Address for letters, P.O. Box 230. Office, Room No. 2, Meikai Building, Kobe. *Cable Address, Canadian.*

Mexico

C. Noel Wilde. Address for letters, Apartado Num. 126-bis, Mexico City. Office, Edificio Banco de Londres y Mexico, Num. 30. *Cable Address, Cancoma.*

Netherlands East Indies

R. S. O'Meara, P.O. Box 84, Batavia, Java. (Territory includes Straits Settlements, Federated Malay States, Indo-China, and Siam.) *Cable Address, Canadian.*

New Zealand

C. M. Croft. Address for letters, P.O. Box 33, Auckland. Office, Union Buildings, Customs street, Auckland. *Cable Address, Canadian.*

South Africa

G. R. Stevens, P.O. Box 683. Office, Westminster House, Adelderly street, Cape Town. *Cable Address, Cantracom.*

United Kingdom

Harrison Watson, Canadian Building, Trafalgar Square, London, S.W. 1, England. (Territory covers Home Counties, South-Eastern Counties and East Anglia.) *Cable Address, Sleighing, London.*

J. Forsyth Smith, Fruit Trade Commissioner, Century Bldgs., 31 North John Street, Liverpool. *Cable Address, Canfrucum.*

Harry A. Scott, Trade Commissioner, Century Bldgs., 31 North John Street, Liverpool. (Territory covers North of England, Lincolnshire, North Midlands and North Wales.) *Cable Address, Cantracom.*

Douglas S. Cole, Sun Building, Clare street, Bristol. (Territory covers West of England, South Wales and South Midlands.) *Cable Address, Canadian.*

Gordon B. Johnson, 87 Union street, Glasgow, Scotland. (Territory covers Scotland and Northern Ireland.) *Cable Address, Cantracom.*

United States

Frederic Hudd, 44 Whitehall street, New York City. *Cable Address, Cantracom.*

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Commercial Intelligence Journal

Issued Every Saturday by the Department of Trade and Commerce

Minister: Hon. James Malcolm, M.P.

Deputy Minister: F. C. T. O'Hara

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Ottawa, November 5, 1927

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"CZECHOSLOVAKIA AS A MARKET FOR CANADIAN PRODUCTS": NEW PUBLICATION

A supplement to the *Commercial Intelligence Journal* under the above title by Mr. L. D. Wilgress, Canadian Trade Commissioner in Germany, has just been published and is now available for distribution. Mr. Wilgress is familiar with this country and last visited it in connection with the arrangement of the provisional Canadian-Czechoslovak Trade Agreement which came into force on January 1, 1927.

In the introductory chapter Mr. Wilgress deals with area and population, languages and religion, trade routes and transportation; and in the succeeding chapters with natural resources; manufacturing industries, currency, finance and banking; and foreign trade. The openings for Canadian goods are summarized on pages 19-24 and include flour—last year more Canadian flour was sold in Czechoslovakia than in any other country except the United Kingdom, grain, provisions, agricultural machinery, rubber goods, canoes, motor vehicles, and minerals. Special chapters are devoted to three of these subjects, these being flour, provisions, and motor vehicles.

Under the terms of the Canadian-Czechoslovak Trade Agreement the Dominion of Canada extends to the products of the Czechoslovak Republic the rates of the intermediate tariff, while Czechoslovakia in return extends most-

favoured-nation treatment to a selected list of Canadian products comprising in all seventy-one items of the Czechoslovak Customs Tariff. This list includes those products which Canada is most interested in exporting to the Czechoslovak Republic, such as grain; flour; fresh and dried fish; seeds; meat; butter; cheese; lard; live cattle and other animals; honey; fish; canned fish; meat; fruits and vegetables; minerals and metals; rubber footwear; rubber tires; agricultural tools and machinery; adding machines; automobiles; and a number of other products of less importance.

The price of this pamphlet, which extends to 48 pages and is indexed, is 25 cents, but a copy will be sent post free (upon request) to any subscriber to the *Commercial Intelligence Journal*.

TRADE COMMISSIONERS ON TOUR

Two Trade Commissioners are at present undertaking tours of the Dominion in the interests of Canadian trade. These are Mr. Harrison Watson (London) and Mr. G. B. Johnson (Scotland and Northern Ireland). The following are the dates of their itineraries:—

Mr. Harrison Watson

Hamilton.. . . .	November 7 to November 9
Brantford	November 10 and November 11
St. Catharines.. . . .	November 12
Windsor.. . . .	November 14 and November 15
London.. . . .	November 16 and November 17

Mr. G. B. Johnson

Belleville.. . . .	November 14
Kingston.. . . .	November 15
Montreal	November 16 to 18
Toronto.. . . .	November 21 to 30
Hamilton.. . . .	December 1 and 2
Windsor.. . . .	December 5 and 6
London.. . . .	December 7 and 8
Stratford.. . . .	December 9
Guelph.. . . .	December 12
Kitchener.. . . .	December 13
Brantford.. . . .	December 14
Woodstock.. . . .	December 15
St. Catharines.. . . .	December 16

Canadian firms who desire to be brought in touch with the Trade Commissioners or to interview them are requested to communicate, in the case of Montreal and Toronto, with the Secretary of the Canadian Manufacturers' Association, and in that of the other cities included in the above itineraries with the secretary of the Board of Trade or the Chamber of Commerce.

WEST OF ENGLAND MARKET FOR ELECTRICAL HOUSEHOLD APPLIANCES

TRADE COMMISSIONER DOUGLAS S. COLE

Bristol, October 11, 1927.—The post-war period throughout the West of England and South Wales has developed a much smaller house than that generally built in Victorian times: apartments and flats are coming into increasing use. In other words, conditions in this area are gradually though slowly becoming more like those obtaining in the principal cities of Canada and the United States. The servant problem is becoming serious, despite the fact that Bristol is generally regarded as one of the most favourable situations throughout England for obtaining help. The natural result is that more attention is being paid

to the installation of electrical appliances, and undoubtedly there is a considerable market for household electrical equipment in this area, particularly refrigerators and vacuum cleaners. Although considerable intensive work has been done by several manufacturers, nevertheless the market as a whole has hardly been touched.

MORE GENERAL USE OF ELECTRICITY

Whilst in the cities of Canada and in many of the rural districts it is taken for granted that a house is electrically wired, this is far from true in the West of England: a very large proportion are only fitted for the use of gas, whilst throughout the country districts there are many houses having neither electricity nor gas.

The city of Bristol supplies electricity as a municipal undertaking and has just commenced extensive works which will ultimately cost \$25,000,000. Throughout the length and breadth of England the country is gradually becoming standardized at 210 volts, although there is a great range in various cities and towns from 105 to 230, and is generally an alternating current at 50 cycles.

The municipality has extensive showrooms and sells all types of electric appliances, including cooking stoves, radiators, immersion heaters, kettles, wash boilers, irons, and warm plates. Cooking stoves can be rented at from 30 to 50 cents per month, which naturally limits any extensive sales for electrical ranges.

Current for domestic power purposes is now supplied at the rate of 2 cents per unit as compared with 11 cents for lighting purposes.

MARKET POSSIBILITIES

So far the greatest progress has been made by manufacturers of vacuum cleaners, and a number of American, English, and Canadian makes are being actively pushed by means of canvassing and advertising. Electrical refrigerators are now having their innings and intensive sales work is going on throughout the area. Generally speaking, however, the sales for the present are being limited very largely to restaurants, cafes, hotels, and boarding houses. They are not as yet accepted by the general public, as even ordinary ice refrigeration has never been in use. This stage must definitely be gone through before the sale of electric refrigerators for domestic purposes can meet with success. The reason for this is that people are not prepared to spend money until they find out the convenience to be derived at a smaller cost from ice refrigeration.

It would appear that there is a potential market for electric dish-washing machines and electric laundry equipment, but so far activities in this direction have been negligible. Electric heaters are now coming into fairly general use, whilst electric toasters are already popular, particularly since power has become available at a reasonable figure. It must be appreciated, however, that gas is still considerably cheaper to use than electricity and England is not favoured with the very cheap hydro-electric rates which are enjoyed in Eastern Canada. It therefore means that gas appliances applicable to all the above demands will find a ready sale so long as gas is cheaper than or commensurate with the price of electricity.

METHOD OF SALES

It is a mistake to depend upon any one firm in an area to individually push the products of an unknown company. The best and in fact the only workable plan is to have an office in London or appoint a central agent for the United Kingdom with headquarters in London, where stocks will be carried. Sub-agents could then be appointed throughout the provinces and where satisfactory exclusive territory by counties could be given. In the case of Bristol a good electrical firm could be given the counties of Gloucester, Somerset, Dorset, Cornwall, Devon, and Wiltshire, provided their salesmen thoroughly covered the district.

The American system where a contract is made is to call for a minimum of guaranteed sales per year, and in return the goods are sold at discounts which make it well worth the agent's time to have canvassers on the road.

The two essentials are that stocks are readily available and that advertising plus general canvassing should be thoroughly carried out. This is undoubtedly expensive, but it is the only way to definitely establish an article. The immense possibilities of the market have never been fully appreciated: electrically England is where Canada and the United States were many years ago.

Canadian firms considering a campaign in the West of England and South Wales can be placed in touch with several suitable agents who would be prepared to co-operate on the above basis.

WEST OF ENGLAND DEMAND FOR HARDWOOD SPECIALTIES

TRADE COMMISSIONER DOUGLAS S. COLE

Bristol, October 17, 1927.—The attention of Canadian manufacturers of small wood turnings is called to certain trade inquiries which are appearing in current number of the *Commercial Intelligence Journal* for wooden kettle grips of various types on behalf of aluminium hollow-ware manufacturers in the English Midlands. (See page 662 in this issue.)

These are at present coming from the United States. The black finish which is common to all these articles is a "rubberoid" coating which stands up to the heat and steam to which kettles and teapots are subjected without cracking or blistering.

The quantities involved are rather large and some samples with competitive prices have been forwarded to the Department of Trade and Commerce and may be obtained upon application. With reference to the coating on the samples, it should be noted that it is non-inflamable and after assembly the handles can be buffed up on the polishing machine in the English factories without damaging the coating and in fact there is an attractive gloss given to same.

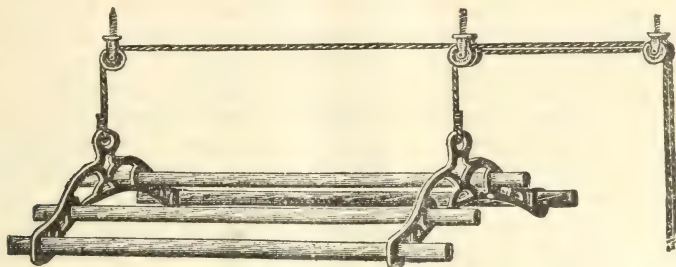
MARKET FOR CLOTHES AIRER LATHS IN NORTH OF ENGLAND

TRADE COMMISSIONER HARRY A. SCOTT

Liverpool, October 13, 1927.—There is a limited, but fairly regular, demand in this part of England for what are known as clothes airer laths. These laths, which are used for the purpose of hanging clothes up to dry in laundries and private houses, are used in sets of four pieces, which are separately fitted into iron brackets at each end. The two brackets are attached to the ceiling of the room by means of pulleys. In this way this device may be easily adjusted for using and placing out of the way when not required.

Laths for this purpose are supplied by domestic manufacturers and are also imported from Sweden. The English laths are usually much higher in price than the imported article. One firm of hardware merchants, recently interviewed, who import the bulk of their requirements and place orders in lots of 500 gross at a time, when they can purchase at satisfactory prices, expressed a desire to establish Canadian sources of supply. Swedish laths come in both white and red wood in lengths averaging from 8 to 12 feet, but what this firm prefers is a soft clean white wood in the following dimensions: length, 9 feet; width, $1\frac{3}{8}$ inch; and thickness, $\frac{9}{16}$ inch. The corners are rounded. The laths should be bundled in lots of 36.

A small sample section of a Swedish lath has been forwarded to Ottawa for the inspection of interested Canadian firms. An illustration of a ceiling clothes airer is published below. These laths must be accurately cut in order



to properly fit into the brackets. The firm mentioned above state that their last contract for Swedish laths, in hundred gross lots, was placed at approximately \$7.30 per gross c.i.f. Liverpool. This was for lots of several hundred gross and they have at times had to pay more. Buyers who order considerably smaller quantities, recently interviewed, were paying much higher figures, chiefly for English laths.

Any Canadian firms interested, after inspecting sample, are invited to communicate with this office, quoting a c.i.f. Liverpool price, and at the same time furnishing a sample of their own manufacture.

WOOD FLOUR MARKET IN NORTH OF ENGLAND

TRADE COMMISSIONER HARRY A. SCOTT

Liverpool, September 30, 1927.—In a recently issued report by the Natural Resources Intelligence Service, Department of the Interior, Ottawa, a survey was made of the wood flour industry with special reference to Canada, dealing with the processes of manufacture, extent of production, uses, etc., and the contents of this report are commended to the attention of any Canadian firms engaged in the wood industry who are interested in the possibilities of developing a market for their by-products.

Wood flour, as stated in this report, is made by grinding sawdust, chips, and other mill waste, and for this purpose various types of machinery are employed. Understanding that several Canadian woods, including spruce, fir, and pine, are suitable for the manufacture of wood flour, inquiries have been made by this office with the object of finding out if an export market could be developed in the North of England, and from the information so far secured it would appear quite unlikely that Canadian firms could profitably develop this business on account of the existing competition and transportation costs.

One of the principal uses found for wood flour is in the manufacture of inlaid linoleum, on account of its absorbing qualities, and two firms approached have expressed willingness to consider Canadian sources of supply. The main obstacle to business, as stated above, however, is the price at which this commodity is sold. In addition to domestic supplies, some of which are closely linked up with manufacturers of linoleum, explosives, etc., who use the raw material, Scandinavian and other European producers compete for the available business. In fact, it is understood that Norway from time to time has even exported this commodity to the United States.

Prices for imported wood flour vary according to quality and the size of the orders. One firm of manufacturers state that they can purchase at around \$23.75 per long ton c.i.f. United Kingdom port, bags excluded. Other quota-

tions have been given at approximately \$28 delivered to works, bags included. The usual method of shipment is in tightly packed 112-pound bags. Most firms require a light-coloured wood flour, very finely ground. Samples of two different qualities, secured from an importer selling to users, have been forwarded to the Department of Trade and Commerce, Ottawa, for the inspection of interested Canadian firms. The finer ground sample is valued at around \$29.25 per long ton c.i.f., bags included, and the coarser at about \$22. According to the importer in question, the coarser article is not too popular, but it is thought that the market would accept a quality somewhere between the two samples submitted, in which event about \$24.50 per ton might be obtained. If there are any Canadian firms disposed to consider this business, in the face of the competition outlined above, it is suggested that they secure a copy of the report issued by the Natural Resources Intelligence Service, and subsequently communicate with the Canadian Trade Commissioner at Liverpool.

ECONOMIC CONDITIONS IN THE IRISH FREE STATE

TRADE COMMISSIONER F. W. FRASER

Dublin, October 18, 1927.—The outstanding factor in the Irish Free State economic situation is the unsatisfactory condition of the cattle trade. There has been a steady downward trend in prices during the past few months until a pre-war level has been reached. Prices quoted for best run of fat cattle in the Dublin cattle market last week ranged around 36s. 6d. to 38s. per cwt., the lowest price recorded since 1914. There has also been a decline in shipments of store cattle to Great Britain for the first nine months of this year as compared with last year, and this is attributed to the slump in the British demand for stores due to the want of hay and fodder in England. An increase is shown in shipments of fat cattle, but this does not offset the decline in shipments of stores.

Prices for pigs have been variable, but the trend has been consistently downward. Last year at this time pigs under twelve stone weight were bringing 92s. per cwt., while last week the same class of animal brought only 66s. There has been, however, a notable increase in the number of pigs bought by Irish bacon curers for curing, and a still larger increase in the number of live pigs exported to Great Britain. In spite of unsatisfactory prices ruling, it is understood that stocks are being well maintained, and are even being increased in some cases in anticipation of higher prices for fresh pork in the London market.

Crop reports indicate a harvest on the whole somewhat below average in quantity and of variable quality, due to some areas suffering from the extended period of wet weather. Prices, however, are quite attractive to the farmer. Barley is bringing 18s. 6d. to 19s. 6d. per barrel from the brewers, representing an increase of about 19 per cwt. over prices obtaining twelve months ago. The hay crop was below average and the quality on the whole inferior. Abundant supplies of old crop are, however, held throughout the country, and no shortage of winter fodder is anticipated. Potatoes did well on the whole both as to yield and quality. Prices range from 3s. to 4s. per cwt. Oat prices are stronger this season, recent quotations being around 7s. 7d. per cwt. as compared with 6s. 5d. at this time last year.

Bank clearings are still slightly below last year's figures, the returns being £196,392,000 up to October 14 this year as against £197,867,100 for the corresponding period last year.

Railway traffic returns show an increase to date over last year, although two of the roads involved show a decline, due it is stated to the increasing competition of the motor bus.

The Free State Exchequer returns for six months ended September 30 have just been published. They show that, as compared with the same period of the previous year, revenue is £552,334 less, and expenditure £60,817 more, making a deficit of £613,151 for the period. Balance in the Exchequer, which was £564,591 on April 1, has now been reduced to £78,940. The decline in revenue is accounted for chiefly by a drop of £362,000 in income tax yield and of £67,000 in corporation profits tax. The condition of the national exchequer makes a new loan imperative, and it is understood that this will be one of the first matters to engage the attention of the executive. It is expected that the new loan will not exceed £5,000,000 or £6,000,000, and that it will be taken entirely within the country.

The foreign trade returns for August just published present a rather more favourable aspect than has been seen for some time. Exports are shown to have increased during the first eight months of this year by almost £2,000,000, while imports rose by only about £500,000, resulting in a decline in the adverse trade balance of £1,500,000.

SIX MONTHS' TRADE OF THE IRISH FREE STATE

TRADE COMMISSIONER F. W. FRASER

Dublin, October 10, 1927.—An improvement is noted in the foreign trade of the Irish Free State during the first six months of 1927 as compared with the corresponding 1926 period. According to the trade and shipping statistics recently published, Free State exports rose from £17,623,314 to £18,858,010, and imports showed little change, being £30,514,593 for the 1926 period and £30,550,925 in 1927. Re-exports dropped from £405,724 to £364,320.

ORIGIN OF IMPORTS

Great Britain supplied goods to the value of £20,283,167, followed by Northern Ireland with £3,247,234, both slightly below the 1926 figures. The United States comes next and is credited with £2,547,607, a substantial increase over the previous year's business. The next largest shipper was Argentina, with a notable increase from £558,566 during the 1926 period to £1,133,365 in 1927. Germany's shipments fell off from £1,040,269 to £860,138, and Canada's from £625,328 to £563,868. Imports from other principal countries were as follows, the 1926 figures being given in parenthesis: Holland, £391,257 (£365,245); Belgium, £376,672 (£395,178); Sweden, £240,879 (£190,112); France, £206,206 (£269,310); Czechoslovakia, £86,895 (£159,927); Australia, £86,251 (£155,624); Portugal, £67,568 (£94,286); Spain, £61,926 (£65,368); Italy, £57,773 (£55,686); Chile, £48,306 (£1,879); Russia, £45,736 (£902); Algeria, £45,573 (£40,783); Poland, £41,894 (£105,411); Norway, £31,494 (£59,518); Denmark, £23,473 (£46,685); Switzerland, £20,015 (£11,400); Roumania, £7,600 (£155,122); South Africa, £490 (£124,293).

DESTINATION OF EXPORTS

Of the total exports of £18,858,010 from the Free State during the first six months of 1927, Great Britain and Northern Ireland are credited with £17,945,814; Germany with £295,070 (£75,376), and the United States with £176,838 (£220,751). Other purchasers of Irish products were: Belgium, £50,684 (£48,866); Straits Settlements, £47,788 (£52,336); Holland, £43,701 (£15,488); British India, £40,908 (£37,610); France, £37,464 (£21,090); New Zealand, £34,872 (£3,595); Canada, £22,654 (£23,938); Norway, £21,876 (£6,321); Switzerland, £21,022 (£20,716); Philippines, £10,506 (£12,177).

ANALYSIS OF IMPORTS

For statistical purposes Irish Free State imports are divided into four main classes: I, Live Animals; II, Food, Drink, and Tobacco; III, Other Raw Materials and Manufactured Goods; and IV, Parcel Post (non-dutiable). The following table gives details of imports under the above headings from January-June, 1927, as compared with January-June, 1926, and distinguishes between manufactured goods and raw materials. The importance of manufactured goods in the import trade of this country is thus shown. For instance, in Class II, "imports of manufactured or prepared goods" amounted this year to £6,781,489 as against £5,142,947 worth of "raw or simply prepared". In Class III the preponderance of "manufactured or prepared goods" over "raw or simply prepared" is even more striking, the figures being £13,285,596 for the former and £3,765,946 for the latter. Thus out of a total import trade of £30,550,925 during the six months, £20,067,085 is classed as "manufactured or prepared".

VALUE OF TOTAL TRADE BY CLASSES, DISTINGUISHING BETWEEN RAW OR SIMPLY PREPARED AND MANUFACTURED OR PREPARED GOODS

Classes	Imports		Exports		Re-exports	
	Jan.-June 1926	Jan.-June 1927	Jan.-June 1926	Jan.-June 1927	Jan.-June 1926	Jan.-June 1927
	£	£	£	£	£	£
I <i>Live animals</i>	819,109	759,695	6,692,271	7,279,738	316	691
II <i>Food, drink and tobacco</i> —						
(a) Raw or simply prepared.	4,918,927	5,142,947	2,582,785	2,908,322	36,428	33,937
(b) Manufactured or prepared.	7,614,974	6,781,489	6,185,428	6,124,028	71,415	51,376
III <i>Other raw materials and manufactured goods</i> —						
(a) Raw or simply prepared.	2,938,230	3,765,946	805,538	1,122,931	39,042	21,913
(b) Manufactured or prepared.	13,203,634	13,285,596	937,426	975,657	258,523	256,403
IV <i>Parcel Post</i> —						
(non-dutiable)	1,019,719	815,252	419,866	447,334	....	....
Total.	30,514,593	30,550,925	17,623,314	18,858,010	405,724	364,320

CLASS I—LIVE ANIMALS

Imports under this heading amounted to £759,695 against £819,019 in the 1926 period, and consisted of cattle, sheep and lambs, pigs, and horses, all of which came from Great Britain and Northern Ireland.

CLASS II—FOOD, DRINK, AND TOBACCO

Cereals and Feeding Stuffs for Animals.

The most important group in this class is that including cereals and feeding stuffs for animals, amounting to £5,939,690, or about half the total. It is under this latter heading that countries other than Great Britain and Northern Ireland secure the largest share of their trade, amounting to £3,290,578, as compared with £1,888,382 from Great Britain and £760,730 from Northern Ireland. Some of the more important items in this group are dealt with in the following paragraphs.

Wheat.—The largest single item is wheat, amounting to £2,017,319. During the first six months of last year the Irish Free State purchased wheat from nine different countries other than Great Britain and Northern Ireland. This year the number of supplying countries is reduced to four. The United States was credited with over 60 per cent of the trade, shipping wheat valued at £1,299,775, followed by Argentina with £240,630. Canada's shipments declined from £308,592 to £202,932, and Australia's from £154,981 to £85,488.

Maize.—Imports, £1,154,091, a slight increase over last year. Argentina is credited with £886,523, practically double her shipments of last year's period.

Wheaten Flour.—This commodity comes next in importance, amounting in value to £1,550,444, slightly more than last year's figure: Great Britain, £1,206,000; Canada, £230,037; Northern Ireland, £186,813; and the United States, £107,591. Both Canada and the United States increased their shipments, while Great Britain and Northern Ireland registered slight declines.

Linseed Cake and Meal.—Imports, £144,399, of which £104,845 is credited to Great Britain and £16,338 to Northern Ireland. The United States shipped to the value of £9,500.

Malt.—Purchases of malt amounted to £137,544, all of which came from Great Britain and Northern Ireland.

Barley.—Total imports were £89,248, more than double those of last year. Canadian barley again entered this market with shipments amounting to £25,688; Chile supplied £46,387; and the balance was supplied by Great Britain.

Other commodities imported in this group, with 1927 values (1926 values in parentheses), are as follows: Oats, £41,673 (£108,101); oat products (meal, groats, etc.), £37,974 (£110,537); bran, £81,135 (£64,006); pollard, £21,762 (£11,901); shorts and middlings, £34,426 (£27,513). The United States and Canada secured some of the business in oat products; otherwise these commodities were supplied almost entirely by Great Britain and Northern Ireland.

Miscellaneous Articles of Food

This group is comprised chiefly of tea, sugar, and cocoa, and amounted to £2,752,126 against £3,083,122 last year.

Sugar.—Refined sugar imports reached £684,988: Great Britain, £403,600; Czechoslovakia, £58,229; Germany, £53,970; Northern Ireland, £34,091; and the United States, £501. Canadian sugar reaches this market through Great Britain, but some of the buyers desire to purchase direct and would welcome direct quotations.

Confectionery.—Imports in this category, which excludes chocolate confectionery, amounted to £177,907, supplied almost wholly by Great Britain and Northern Ireland. This item is dutiable under the customs tariff at the rate of 3½d. per pound, or if entitled to preferential treatment five-sixths of the full rate is charged.

Cocoa Preparations.—Items under this heading, which includes chocolate confectionery, were imported to the value of £158,541, Great Britain again being the chief supplier. The trade is protected to the extent of 6d. per pound, but so far as chocolate confectionery is concerned, local production is limited to the medium and lower grades. It is thought that Canadian chocolate manufacturers might well get a share of the trade in high-grade chocolates.

Hops.—Importation of hops amounted to £247,003. The United States was the chief supplier, sending £150,978, and Great Britain supplied the balance.

Foodstuffs of Animal Origin

The total imports in this group amounted to £1,802,291, a substantial decline from £2,209,259 last year.

Bacon.—This commodity is the chief item, amounting to £855,993, considerably lower than last year's purchases, which totalled £1,111,122. All but about £10,000 was supplied by Great Britain and Northern Ireland. What proportion of this originated in other countries is uncertain, but it is known that Canadian and American bacon are getting a fair proportion of the trade, although its identity is lost by reason of its being shipped through United Kingdom ports.

Butter.—While butter imports were lower than exports of this commodity by over £1,000,000, they were still considerable, amounting to £309,350, as against £435,308 up to June 30 last year. Great Britain and Northern Ireland supplied the whole. This is, of course, a seasonal trade, taking place chiefly during January, February, and March, when production within the country is at its lowest point. Some 90 per cent of the imports took place during these three months.

Cheese.—Imports, £66,786, against £58,964 in the 1926 period: Great Britain, £51,026; Northern Ireland, £2,665; and Canada, £2,905 (£13,781 in 1926 period).

Condensed Milk.—Although considerable quantities of condensed milk are manufactured within the country, imports amounted to £20,587, of which £14,506 was of the sweetened variety. Great Britain supplied to the value of £11,960; Denmark, £2,099; and Holland, £2,121.

Other items in this group were: canned meats, £29,416; fresh and frozen fish, £58,680; and canned fish, £39,729—practically all of which is credited to Great Britain and Northern Ireland in the returns. Of course, as canned salmon is included in this latter item, it is obvious that Canada and the United States are the actual producers of a proportion of the canned fish imported, although shipment is actually made via British ports.

Fruits, Vegetables, and Vegetable Oils—Edible

Imports in this group amounted to £730,418. Items of interest to Canada were: fresh apples, £125,993; fruit pulp and juice, £15,299; fruit in syrup, tinned or bottled, £27,361; jams, marmalades, etc., £27,669.

CLASS III—OTHER RAW MATERIALS AND MANUFACTURED GOODS

Imports in this class amounted to £17,051,542: Great Britain, £12,608,695; Northern Ireland, £1,598,816; and other countries £2,844,031. Apparel accounted for £2,863,516 and textiles for £2,389,943. Imports of coal reached the substantial sum of £2,017,401. Other groups in this class were oils, fats and resin, etc., £1,215,742; iron and steel and manufactures thereof (excluding cutlery and machinery), £1,076,519; vehicles, £997,406; machinery and electrical goods and apparatus, £910,183; wood and timbers and manufactures thereof, £701,543; chemicals, drugs, dyes, colours, and perfumery, £580,079; paper and cardboard, £552,372; fertilizers, £418,701; rubber and manufactures thereof, £336,666; non-ferrous ores, metals, and manufactures thereof, £272,921; hides, skins, leather, and manufactures thereof (except apparel), £270,184; cutlery, hardware, implements, and instruments, £256,711.

The above gives only the main groups. Details of some of the more important items, particularly those which Canada is able to export, are set forth below.

IMPORTS OF RAW MATERIALS (OTHER THAN FOOD, DRINK, AND TOBACCO) AND MANUFACTURED GOODS DURING THE SIX MONTHS ENDED JUNE 30, 1926 AND 1927

Commodity	Six Months Ended June 30, 1926 £	Six Months Ended June 30, 1927 £
<i>Asbestos Manufactures—</i>		
Total imports	18,204	22,529
Great Britain	12,469	14,813
Northern Ireland	1,750	1,807
Belgium	3,074	4,392

IMPORTS OF RAW MATERIALS (OTHER THAN FOOD, DRINK, AND TOBACCO) AND MANUFACTURED GOODS DURING THE SIX MONTHS ENDED JUNE 30, 1926-27—*Con.*

Commodity	Six Months Ended June 30, 1926 £	Six Months Ended June 30, 1927 £
<i>Stoves, Grates and Ranges—</i>		
For coal and solid fuel:		
Total imports	58,310	42,590
Great Britain	53,397	38,509
Northern Ireland	3,582	3,475
For gas:		
Total imports	15,131	21,139
Great Britain	15,085	20,924
Northern Ireland	3	22
<i>Copper Wire in Coils—</i>		
Total imports	4,876	49,916
Great Britain	2,417	8,316
Northern Ireland	22	35
Germany	871	37,875
<i>Agricultural Machinery—</i>		
Total imports	90,271	106,506
Great Britain	72,733	89,875
Northern Ireland	7,212	6,288
United States	2,590	2,950
<i>Electric Wires and Cable—</i>		
Total imports	50,472	57,687
Great Britain	27,776	21,419
Northern Ireland	604	570
Germany	21,768	35,192
<i>Wireless Sets and Parts—</i>		
Total imports	22,575	21,081
Great Britain	18,633	17,785
Northern Ireland	11	....
<i>Motor Cars—</i>		
Touring cars:		
Total	364,868	385,137
Great Britain	277,099	267,746
Northern Ireland	14,822	34,424
Germany	2,846	2,712
Belgium	2,074	2,791
Italy	30,263	36,821
France	28,614	33,695
United States	9,150	6,948
Commercial vehicles:		
Total	46,539	84,590
Great Britain	27,328	58,178
Northern Ireland	2,920	24,818
Germany	8,018	1,442
France	8,273	152
<i>Tractors, Agricultural—</i>		
Total	5,888	5,596
Great Britain	1,419	1,061
Northern Ireland	150	290
United States	4,103	4,245
<i>Tractors, Other—</i>		
Total	9,731	13,044
Great Britain	9,731	12,269
....	....	300
<i>Parts of Road Vehicles—</i>		
Chassis:		
Total	36,333	42,038
Great Britain	34,845	38,222
Northern Ireland	668	285
<i>Other Motor Car Parts—</i>		
Total	247,834	170,271
Great Britain	185,010	117,771
Northern Ireland	1,292	925
Germany	1,693	3,121
France	3,258	1,589
Italy	1,057	2,564
Canada	2,862	2,381
United States	52,724	44,855

IMPORTS OF RAW MATERIALS (OTHER THAN FOOD, DRINK, AND TOBACCO) AND MANUFACTURED GOODS DURING THE SIX MONTHS ENDED JUNE 30, 1926-27—*Con.*

Commodity	Six Months Ended June 30, 1926 £	Six Months Ended June 30, 1927 £
<i>Deals, Planks and Boards—</i>		
Total	152,790	202,750
Great Britain	9,279	8,727
Northern Ireland	11,626	9,269
Latvia	13,737	29,315
Sweden	27,664	33,907
Germany	20,515	25,103
Poland	13,962	18,946
Roumania	7,903	7,600
Canada	36,494	48,747
United States	1,225	4,968
<i>Floorings—</i>		
Total	70,880	75,300
Great Britain	464	2,600
Northern Ireland	945	531
Sweden	32,940	45,718
Norway	35,641	20,313
<i>Staves—</i>		
Total	17,966	17,161
Great Britain	823	1,279
United States	14,829	12,201
<i>Sleepers—</i>		
Total	13,081	13,665
Great Britain	100	140
Northern Ireland	101	51
Germany	6,915	13,024
Poland	5,965	450
<i>Wooden Boxes and Parts—</i>		
Total	84,351	85,109
Great Britain	6,492	3,442
Northern Ireland	17,611	16,777
Sweden	36,305	35,572
Germany	1,327	10,043
Poland	206	5,095
Finland	11,018	110
<i>Boots and Shoes (of leather)—</i>		
Total	839,000	793,825
Great Britain	797,016	755,229
Northern Ireland	28,665	30,282
Germany	891	2,064
Belgium	2,254	1,973
United States	8,762	4,621
<i>Boots and Shoes (of rubber)—</i>		
Total	23,112	23,325
Great Britain	21,043	19,947
Northern Ireland	1,838	1,797
<i>Hides for Sole Leather—</i>		
Total	127,015	124,416
Great Britain	115,546	111,864
Northern Ireland	11,469	12,223
<i>Pneumatic Tires and Tubes, Motor Car and Cycle—</i>		
Total	150,408	184,368
Great Britain	136,377	165,681
Northern Ireland	4,385	6,983
France	3,021	2,139
Italy	669	2,168
Canada	1,210	3,917
United States	4,367	3,056
<i>Inner Tubes:</i>		
Total	31,765	29,813
Great Britain	26,819	25,739
Northern Ireland	1,070	1,057
France	2,245	812
<i>Solid tires:</i>		
Total	22,239	21,927
Great Britain	20,409	19,477
Northern Ireland	502	504

IMPORTS OF RAW MATERIALS (OTHER THAN FOOD, DRINK, AND TOBACCO) AND MANUFACTURED GOODS DURING THE SIX MONTHS ENDED JUNE 30, 1926-27—*Con.*

Commodity	Six Months Ended June 30, 1926 £	Six Months Ended June 30, 1927 £
<i>Paper, Printing, Coated—</i>		
Total	8,608	13,046
Great Britain	7,518	11,161
Northern Ireland	466	221
<i>Paper, Printing, not Coated, News—</i>		
Total	87,012	87,203
Great Britain	37,804	15,355
Northern Ireland	170	487
Sweden	35,192	45,783
Norway	416	1,756
Germany	4,622	16,979
Holland	8,576	8,046
<i>Paper, Printing, Other—</i>		
Total	58,485	58,078
Great Britain	38,919	38,959
Northern Ireland	18,591	16,525
<i>Paper, Writing, in Large Sheets—</i>		
Total	11,399	12,878
Great Britain	11,082	12,084
Northern Ireland	205	41
<i>Paper, Packing and Wrapping—</i>		
Total	73,503	78,279
Great Britain	25,762	18,883
Northern Ireland	4,782	4,600
Sweden	7,657	12,550
Germany	23,319	25,351
Holland	1,673	7,204
Austria . . . . .	....	577
Belgium	3,260	2,057
<i>Oiled, waxed, etc.:—</i>		
Total	6,795	7,436
Great Britain	6,491	6,964
Northern Ireland	304	109
<i>Paper, Vegetable Parchment and Greaseproof—</i>		
Total	15,465	23,220
Great Britain	7,775	7,336
Northern Ireland	148	179
Germany	5,851	2,063
Belgium	556	7,725
<i>Papers, Coated—Paper Hangings—</i>		
Total	37,480	33,784
Great Britain	36,130	32,212
Northern Ireland	1,174	1,387
<i>Paper Bags—</i>		
Total	30,538	21,866
Great Britain	20,933	13,101
Northern Ireland	9,605	7,950
<i>Boxes and Cartons—</i>		
Total	31,730	36,164
Great Britain	29,201	34,153
Northern Ireland	2,162	1,941
<i>Millboard and Strawboard—</i>		
Total	10,994	8,427
Great Britain	1,611	1,618
Northern Ireland	25	27
Holland	6,308	6,782
<i>Cardboard and Pasteboard—</i>		
Total	17,673	15,992
Great Britain	8,585	8,966
Northern Ireland	1,191	648
Germany	4,806	3,994

IMPORTS OF RAW MATERIALS (OTHER THAN FOOD, DRINK, AND TOBACCO) AND MANUFACTURED GOODS DURING THE SIX MONTHS ENDED JUNE 30, 1926-27—*Con.*

Commodity	Six Months Ended June 30, 1926	Six Months Ended June 30, 1927
	£	£
<i>Soap, Hard—</i>		
Total	109,032	137,297
Great Britain	94,847	120,364
Northern Ireland	9,908	9,624
Canada	1,862	5,888
United States	2,758	1,618
<i>Pianos and Pianolas—</i>		
Total	12,038	11,226
Great Britain	6,579	5,475
Northern Ireland	470	160
Germany	4,778	5,219

TRADE WITH CANADA

Shipments of wheat flour from Canada increased by about 25 per cent: £230,037 against £184,313 in the 1926 period. Total imports from Canada, however, show a decline from £625,328 in 1926 to £563,868 in 1927, accounted for chiefly by a big reduction in wheat consignments, which were valued at £202,932 in 1927 against £308,592 in 1926. Canadian barley re-entered this market this year to the value of £25,688; imports were nil for the corresponding period last year. Shipments of toilet soap increased from £1,862 to £5,883; motor car tires from £1,210 to £3,917; apparel from £510 to £1,618; and fruit pulp and juice from £1,350 to £2,300. Timber shipments declined from £50,321 to £48,747, while manufactures of wood rose from £15,502 to £19,434. The Free State took less Canadian cheese this year by about £11,000, and shipments of oats and oat products dwindled to a small figure.

Free State exports to Canada show little change in the aggregate from last year, the figures being £22,654 for the six-months period in 1927 and £23,928 in 1926. Shipments of horses fell off from £4,565 to £1,700, and linen, piece, from £1,059 to £906. Substantial increases, however, took place in wool, woollen tissues, and spirits.

Free State exports to Canada are only about 4 per cent of her imports from the Dominion; indeed the actual percentage must be considerably less than that, as so much Canadian produce enters this country through the United States and Great Britain. It may be said, however, that the range of Irish products which can be marketed in Canada is not wide, but there are a number of goods of Irish manufacture which bear a worldwide reputation for excellence, and some of these could be purchased by Canada to advantage, thus correcting to some extent the unbalanced state of the trade between the two countries.

SHIPBUILDING DURING THE QUARTER ENDED SEPTEMBER 30, 1927

ASSISTANT TRADE COMMISSIONER J. C. MACGILLIVRAY

London, October 14, 1927.—Lloyd's Register Shipbuilding Returns for the quarter which ended on September 30 show that the tonnage under construction in Great Britain and Ireland amounted to 1,536,416 tons, which was 146,028 tons more than at the end of June, 1927, and 761,619 tons in excess of the tonnage building a year ago. The present totals, although the highest since September, 1922, are still 354,000 below the average tonnage under construction during the twelve months immediately preceding the war. This was 1,890,000 tons.

Despite this considerable increase in the tonnage under construction, there has been a falling off in the work begun during the quarter. This amounts to 370,073 tons as compared with 437,112 tons during the second quarter of the current year. The launchings during the period under review amounted to 355,542 tons, against 86,997 tons in the previous three months.

In all other countries, the total merchant tonnage under construction amounted to 1,537,641 tons, or about 87,000 tons more than at the end of July. It is interesting to note that this total is only 1,200 tons in excess of the building going on in Great Britain, in comparison with over 300,000 tons twelve months ago.

Germany is the leading country, with 516,245 tons. Italy follows with 208,420 tons, while Holland has 163,824, France 130,914, and Sweden and Russia come next with 82,000 tons and 80,500 tons respectively.

The world tonnage under construction is 3,074,057 tons, which is an increase of approximately 234,000 tons as compared with the previous quarter. This is still, however, 372,501 tons below the pre-war record of 3,446,558 tons which was reached in June, 1913. Of the total number of vessels now building, thirty-seven are between 10,000 and 20,000 tons each and fifteen are of 20,000 tons and upward. Seventeen out of the thirty-seven, and seven out of the fifteen, are being constructed in Great Britain and Ireland. The entirety also includes 113 steamers and motorships, with a total tonnage of 775,632, which are being built for the carriage of oil in bulk. The majority of these are also in the shipyards of Great Britain and Ireland.

A noteworthy fact is the continued increase in the tonnage building which is being fitted with internal combustion engines. The total of this amounts to 1,589,510 tons, while the tonnage of steamers under construction is 1,468,842 tons. In Great Britain and Ireland the motor tonnage under construction is equal to but slightly more than 74 per cent of the steam tonnage under construction. On the other hand, in France, Holland, Italy, Sweden, Denmark, and Danzig the combined total is 581,544 tons of motorships, compared with 137,964 tons of steam-propelled vessels.

INVESTIGATION OF DROUGHT CONDITIONS IN AUSTRALIA

C. HARTLETT, OFFICE OF THE TRADE COMMISSIONER

Melbourne, September 21, 1927.—Little or nothing has been done in the past to prepare for the constantly recurring droughts in various parts of Australia. Certainly some irrigation schemes have been carried out by one or two of the individual states, and work is now proceeding on two large additional ones in Victoria and New South Wales, but these are in the nature of conservation of river water and do not alleviate conditions in sections of the country which are solely dependent on rainfall.

Owing to the very serious losses of live stock incurred in the past two years in the state of Queensland, and also in parts of New South Wales, amounting in value to many millions of pounds sterling, it is now proposed by the Commonwealth Government to form a committee of leading pastoralists to inquire into drought prevention and the steps to be taken to minimize losses in future dry periods.

The scope of the investigation is to cover the following matters:—

Adequate watering and better upkeep of stock routes.

Conservation of fodder purchased at normal prices.

Organization of mechanical transport for the conveyance of concentrated food supplies.

Linking of certain railways.

Intensive and extensive studies of animal nutrition, as applied to the pastoral industry, to determine the economics of artificial feeding, particularly for the purpose of ensilage.

The practicability of pushing the cultivation area farther west.

Pasture improvement.

Railway concessions.

The general opinion is that the solution of the problem lies in the cultivation and conservation of fodders in good seasons, but the cost of erecting silos in adequate numbers throughout the areas most subject to drought conditions appears to be prohibitive to the pastoralist without grants or advances or other form of Government assistance.

COMMERCIAL NOTES FROM NEW SOUTH WALES

COMMERCIAL AGENT B. MILLIN

The Search for Oil in Australia

Sydney, September 22, 1927.—The discovery of natural gas and traces of oil at Roma, Queensland, has for some years fostered the hope that development would lead to the discovery of mineral oil in this locality. During 1919 the bore reached a depth of 3,705 feet, but further drilling operations were suspended owing to the tools getting fast in the bore and failure to remove them. A later bore to 2,800 feet had to be abandoned on account of water. It is believed that oil-bearing sands may be penetrated at 4,000 feet. A fresh bore now being sunk has reached 3,685 feet, and it is stated that a recent test made with tubes and swabs showed favourable signs. While the operation was in progress half the length of tubing was withdrawn when the gas entered the bore, forcing the sludge over the casing head. Intermittent swabbing then proceeded, and it is stated that the gas is coming through well under control at a pressure of about 400 pounds. Considerable interest is also being manifested in boring operations at Lake Bunga, Gippsland Lakes, Victoria. The core gives unmis-takeable evidence of oil. At a depth of 1,280 feet there is a strong flow of gas.

Geophysical Prospecting in Australia

With the exception of coal, iron, and the materials for the manufacture of cement, mining in Australia may be described as in a languishing position. In last month's report from this office it was mentioned that the Mount Morgan mine in Queensland and the shale mines at Newnes, New South Wales, had been compelled to close on account of the high cost of production. An announcement has just been made that some of the principal mines at Broken Hill will, owing to the low price of lead and the high cost of winning, be closed down this month. The aggregate value of the output of the Broken Hill mines since their discovery totals approximately £124,000,000.

In view of the serious decline of the metalliferous industry in recent years, the Commonwealth Government has decided to give geophysical prospecting a thorough trial and an expert in this work has been engaged to visit Australia next year to organize the investigations and train Australian graduates to carry out the work. Arrangements have been made whereby the Commonwealth Government and the Empire Marketing Board will each contribute the sum of £26,000 over the next two years for the required development and investigation work.

Tobacco-growing in Australia

A comprehensive program is being arranged by the executive committee of the Australian Tobacco Investigation Campaign which will cover the whole field of the economic production of tobacco in Australia. The aim will be to

improve the quality and aroma of Australian-grown leaf; to study the influence of climate, soil and fertilizers, as well as disease control. Funds up to the sum of £50,000 have been offered by the principal tobacco interests, which will be largely supplemented by the Commonwealth Government.

Australian Sugar Crop

It is officially estimated that the total Australian sugar crop this year will total 466,000 tons, of which the state of Queensland will contribute 440,000 tons and the state of New South Wales 26,000 tons. Should these figures be realized it should represent an excess of about 50,000 tons of raw sugar over last year's output, but would be much less than the record production in 1925, when it amounted to 519,327 tons.

There has been considerable delay in its realization this season owing to a serious strike in one of the principal districts which lasted some months and eventually led to a strike in connection with the railway workers, resulting in the closing down of the whole of the Queensland railway system for over a week.

Australian Hardwoods

The characteristic feature of Australian trees is that by far the majority produce a hardwood: the genus *Eucalyptus* supplies about two-thirds of the home and export trade. One of the greatest values is the rapidity of growth—a eucalyptus tree will attain greater dimensions in twenty-four years than an oak tree (*quercus*) in two hundred years. The range of qualities of hardwoods is such that good substitutes can be found amongst them for almost any exotic timber in colour, grain, weight, texture, durability, and other properties. The most distinguishing physical properties of Australian hardwoods is their durability under the most adverse and varying conditions. A slab of grey ironbark after being in use for a hundred years was found to be quite good. Railway sleepers of ironbark frequently stand for twenty-five years. Turpentine piles are used largely for wharves, the bark being left on in place of the usual copper sheathing, and these last for many years. The export trade in hardwoods is increasing largely every year.

Opening of 1927-28 Wool Sales at Sydney

The new season wool sales opened at Sydney this month and buoyancy has characterized the operations, all sections competing with animation.

Well-grown fleece wool when free, and more especially when showing fineness of fibre, has shown a distinctly upward tendency; whilst broken, good pieces and skirtings, have commended exceptional attention from German speculators. Dusty and wasty parcels, on the other hand, have shown irregularity, with evidence of more discrimination on the part of buyers in assessing values than was the case last season. The influence of Japan as a factor in wool buying has been forcibly demonstrated at the recent sales, and her spirited bidding has strengthened the market. Before the war Japan purchased an average of 60,000 bales annually; last season she purchased 206,250 bales. Germany, France, and Belgium also bought freely. Italy and Russia were also good purchasers. Yorkshire business was not very brisk and the demand from North America was not large.

The average price per bale realized in the Sydney market during the first series this season was £24 15s. 3d., which compares with £22 19s. 11d. per bale during the first series last season and £20 7s. 4d. per bale during September, 1925.

The Queensland railway workers' strike made it necessary to postpone those sales until the end of the month. Fortunately the strike only lasted a week and was practically broken by mobile transport of motor vehicles.

SUMMARY OF THE TRADE OF CANADA: MONTH, SIX MONTHS, AND TWELVE MONTHS ENDING
SEPTEMBER 1927

(Compiled by External Trade Branch, Dominion Bureau of Statistics)

Main Groups	Month of September, 1927			Six Months ending September, 1927			Twelve Months ending September, 1927		
	Total Imports	From Kingdom	From United States	Total Imports	From Kingdom	From United States	Total Imports	From Kingdom	From United States
	\$	\$	\$	\$	\$	\$	\$	\$	\$
<i>Imports for Consumption</i>									
Agricultural and vegetable products.....	19,087,385	3,494,727	7,740,985	114,971,110	22,220,705	50,598,596	277,131,590	42,218,781	102,401,512
Animals and animal products.....	5,014,701	5,512,584	3,601,331	28,588,474	2,862,632	18,548,591	57,353,002	3,485,825	37,359,159
Fibres, textiles and textile products.....	14,032,649	5,948,431	4,355,986	85,814,669	34,230,415	28,373,010	182,253,415	71,856,111	61,357,157
Wood, wood products and paper.....	4,187,982	4,394,301	3,507,542	25,303,017	2,332,340	11,112,053	99,874,371	4,184,498	42,449,401
Iron and its products.....	20,652,653	1,712,132	18,039,833	139,038,773	6,503,355	125,075,585	215,373,569	1,887,071	220,354,713
Non-ferrous metals and their products.....	3,684,051	445,750	4,300,347	28,037,021	2,904,831	20,340,885	57,045,302	3,728,973	46,832,185
Non-metallic minerals and their products.....	14,884,915	872,049	11,244,764	80,878,185	8,557,579	60,170,780	158,948,302	12,207,625	126,597,071
Chemicals and allied products.....	2,896,982	415,475	1,870,313	16,554,426	2,163,071	11,137,184	52,967,806	4,319,984	41,317,387
Miscellaneous commodities.....	5,481,760	791,594	3,805,231	31,591,422	5,585,040	21,141,331	62,654,356	9,913,241	44,929,719
Total imports, 1927.....	91,902,777	14,650,136	58,098,063	551,478,017	90,517,990	359,807,035	1,073,176,446	173,844,086	707,651,535
1926.....	85,562,911	14,262,463	55,919,474	509,304,077	80,012,916	339,828,025	983,786,052	163,318,997	552,905,080
1925.....	78,062,591	14,089,825	50,704,044	452,746,156	81,025,182	296,041,982	852,519,241	158,332,872	552,898,398
<i>Exports (Canadian produce)</i>									
Agricultural and vegetable products.....	34,670,432	16,900,744	3,952,113	230,947,605	132,181,511	26,140,572	517,703,851	325,314,321	59,360,165
Animals and animal products.....	16,343,877	5,911,332	8,415,530	75,741,176	26,630,701	4,938,501	163,883,311	55,402,074	84,063,069
Fibres, textiles and textile products.....	1,110,473	1,055,300	519,416	5,935,251	917,876	2,762,910	18,873,315	1,305,759	4,522,177
Wood, wood products and paper.....	25,400,964	2,293,705	20,552,349	144,141,531	10,617,871	120,523,660	285,453,335	16,703,855	242,000,715
Iron and its products.....	5,346,989	2,585,615	514,463	32,572,876	3,700,520	4,403,050	73,458,535	9,002,454	10,119,807
Non-ferrous metals and their products.....	9,428,173	1,956,814	4,910,141	44,554,515	8,115,301	21,608,045	86,988,532	16,388,132	41,072,734
Non-metallic minerals and their products.....	2,232,251	136,116	1,425,427	12,528,185	932,181	7,553,701	50,388,945	2,763,826	16,378,092
Chemicals and allied products.....	1,428,334	324,866	681,949	8,286,932	1,809,281	3,840,897	17,788,481	3,717,622	8,871,539
Miscellaneous commodities.....	1,450,813	125,844	1,029,693	8,164,519	1,569,535	4,508,784	17,417,389	3,992,795	9,351,066
Totals, 1927.....	97,412,316	28,340,455	42,101,081	582,822,550	177,646,151	231,728,824	1,522,113,105	435,351,400	477,155,011
1926.....	92,224,610	28,532,360	39,645,289	532,866,940	189,170,853	230,921,749	1,306,007,411	437,360,527	468,895,085
1925.....	108,497,911	40,611,448	42,581,324	571,315,340	210,017,866	227,080,431	1,158,290,739	433,092,851	449,394,381
<i>Exports (Foreign produce)</i>									
Totals, 1927.....	1,922,314	86,494	1,710,690	10,140,806	1,575,602	7,790,091	18,443,504	1,993,586	14,960,871
1926.....	1,102,074	95,916	834,413	7,112,938	711,522	5,741,661	11,003,018	1,206,859	11,335,905
1925.....	1,075,674	62,639	855,329	6,454,231	453,246	5,366,924	12,185,129	1,000,055	10,051,322
<i>Excess of Imports (i) or All Exports (e)</i>									
1927.....	7,531,853 (e)	13,776,814 (e)	14,684,292 (e)	21,485,438 (e)	88,693,764 (e)	120,288,122 (e)	337,390,252 (e)	232,503,902 (e)	215,538,050 (e)
1926.....	7,763,773 (e)	14,365,814 (e)	15,469,772 (e)	60,775,52 (e)	109,272,401 (e)	113,097,615 (e)	337,173,777 (e)	325,348,389 (e)	172,757,090 (e)
1925.....	30,910,994 (e)	26,584,282 (e)	7,267,391 (e)	125,023,450 (e)	129,448,950 (e)	64,188,927 (e)	317,923,627 (e)	275,700,011 (e)	92,912,695 (e)

"DRY PACK" AS APPLIED TO AMERICAN CURED HAMS

ACTING TRADE COMMISSIONER R. T. YOUNG

Port of Spain, October 5, 1927.—Because American cured hams are so much milder and more juicy than English cured, the former must be carefully protected in shipment for long voyages to tropical climates. With this end in view, the ham is first wrapped in thin muslin, and then covered with a sheet of paper made from jute butts. Paper manufactured from wood pulp must on no account be used as it is found to convey a taste to the ham. Over this is sewn a special wrap of burlap or canvas, which answers the purpose of receiving any surplus moisture that may be given off by the meat in shipment and which passes it off in evaporation. Thus the hams are kept free from surplus moisture which otherwise would in a hot climate induce fermentation.

Hams wrapped in this manner are further protected en route by packing them in air-tight barrels and filling the spaces between them in each package with rice chaff or—where the voyage is especially long or the climate very trying—with fine white table salt. This is the method adopted by American packers for shipping to South American markets on the West Coast, the West Indies, and to the interior of Brazil.

Where shipments reach their destination in reasonable time, it is preferable to pack in rice chaff. This is one of the most indestructible of vegetable products, and stands the slight moisture without decomposition, which passes from the hams in transit under the warmest of climates. Rice chaff weighs much less than salt, so there is a saving in freight charges, and therefore where rice chaff will deliver the meats in satisfactory condition it is considered advisable to use it. It is suggested that where shipments require extra long time in transit, and climatic conditions are unusually severe, different methods of packing—that is salt as against rice chaff—might be tried as an experiment, letting the result decide upon the method for future shipments.

English hams usually reach these markets in wooden cases, but American hams arrive in air-tight wooden cooperage with galvanized iron hoops. A considerable demand for hams comes from the mining centres, oil fields, and plantations, and where goods have to be transported by pack animal the half barrel is demanded.

Purchases are not made in large quantities at a time because of the difficulties of keeping. Orders are therefore as a rule small and frequent. Meats are not like wines: they do not improve with age; and therefore buyers are very careful not to have on hand more stock than can be readily disposed of.

NEW FRUIT TERMINAL IN NEW YORK CITY

ASSISTANT TRADE COMMISSIONER JOHN ENGLISH

New York City, October 25, 1927.—The Pennsylvania Railroad formally opened its new perishable freight terminal at Piers 27, 28, and 29 North River, New York City, on October 21. It is said to be the world's largest railroad terminal devoted exclusively to fresh fruits, green vegetables and dairy products, and is the last link in a chain of such terminals extending to Chicago and St. Louis to be opened by the Pennsylvania Railroad. The new terminal, together with additions planned, will take care of the needs of New York City for the next fifty years, it was stated by V. K. McElheny, president of the Fresh Fruit and Vegetable Association of New York. At the present time 300 cars of fruit are being received daily at the terminal and it is anticipated by the president of the United Fruit Buyers' Association that the receipts would within a few years swell to 500 or 600 cars per day. Nearly 400,000 square feet of

floor space is provided by the three reconstructed piers and bulkheads occupied by the Terminal, which have concrete floors sloped for drainage and flushing. The piers and bulkheads are entirely enclosed and heated to avoid freezing of the fruit. Eight auction rooms and a restaurant are provided. The piers are each approximately 900 feet long and 72 feet wide. Twelve entrances are provided for trucks. The new Terminal has a capacity for unloading and displaying 700 cars simultaneously.

RUSSIAN EXPORTS OF GRAIN

TRADE COMMISSIONER L. D. WILGRESS

Hamburg, October 20, 1927.—An interesting review of the position in regard to Russian exports of grain has been published in the German economic periodical *Wirtschaftsdienst*. The information given in this review should be of great interest to Canadians in view of the fact that before the war Russian grain was the chief competitor of North American grain on the European markets.

RENEWAL OF EXPORTS

It is pointed out that in the spring of 1923 Russia appeared quite unexpectedly as a grain exporter. During the crop year 1923-24 the exports amounted to a total of 2,500,000 tons, comprised of rye, wheat, barley, oats and Indian corn. Although this did not amount to one quarter of the pre-war exports, it was still a considerable quantity for a country in which the American Relief Administration had only recently been operating.

The renewal of exports proved to be premature as considerable importations in the following year indicated. Less drastic proof of the abnormal character of the exports in 1923-24 was also available. About three-quarters of the pre-war exports from Russia consisted of wheat and barley, and rye occupied last place. In 1923-24 the exports of rye exceeded that of all other grains together. Rye is the only grain which the Russian peasants produce chiefly for their own requirements and which they only sell when crops are good or when money is urgently required. The distribution of the exports in 1923-24 among the different grains therefore shows that the export surplus was not produced for this purpose. A still clearer proof is furnished by the particulars of the distribution of the cultivated area between the different kinds of grain, as will be shown later.

In 1925-26 the Soviet Union was able to again appear as an exporting country. The expectation of a very large export, however, was not fulfilled. The export figures were much below those of the year 1923-24. The total exports amounted to 1,933,000 tons as against 358,000 tons in 1924-25 and 2,542,000 tons in 1923-24. Even in the past year, 1926-27, the figures of 1923-24 were not quite attained, 2,442,000 tons having been exported. For the present year a reduction in exports is anticipated.

The present export is of an entirely different character to that of 1923-24. The peasants have recovered to a considerable extent. They have accumulated unduly large quantities of grain, the stocks remaining with the producers from last year's crop being estimated at about 11,500,000 tons. The distribution of the export of the various kinds of grain also indicates that it is not a matter of chance surpluses of products grown by the peasants for their own use. The proportion of rye in the total export has declined to one-sixth. Wheat has not only assumed its former importance, but now comprises more than half of the total exports. The situation with regard to barley is not so good. Before the war barley ranked with wheat as the chief item of grain export. In 1925-26

the exports of barley amounted to 700,000 tons, and in 1926-27 to only a little more than half this quantity. In the current year the total export will be smaller, probably not one tenth of the pre-war exports. Indian corn shows no appreciable advance, although great reliance has been placed in the Soviet Union on the possibilities of exporting this grain. During the last two years only 200,000 tons were exported. Oats are almost entirely excluded from Russian exports. Only now and again small quantities are exported, such as 20,000 tons in 1925-26, and 50,000 tons in 1926-27.

In view of the above, it can be said that the exports in 1923-24 were a chance episode and that the renewal of exports dates from the year 1925-26. Even when allowance is made for such a short reconstruction period, the development of exports cannot be regarded as rapid. Moreover, owing to a somewhat artificial railway tariff policy, Siberia in recent years has been able to ship far more grain to European Russia and abroad than before the war. The export surpluses of European Russia therefore are considerably smaller than would appear from the export figures.

CULTIVATED AREA

In the year 1922 the area cultivated with grain, including buckwheat and spelt as well as the five principal kinds of grain, reached its lowest level with 58,500,000 dessiatines.* In 1923 a total of 69,500,000 dessiatines were cultivated, and in 1926 the cultivated area amounted to 80,100,000 dessiatines but still did not equal the pre-war cultivated area, which is estimated to have been about 83,500,000 dessiatines. Since 1926 the development has been very slow. The pre-war cultivated area will probably be attained or exceeded only in 1928. The pre-war production of grain will probably only be attained later, since the yield per dessiatine is somewhat below pre-war. The population is about 5 per cent larger than before the war, so that calculated per capita the production is considerably less. Even after deducting exports, the per capita production of grain is less than before the war. Moreover, the distribution of land among the peasantry has resulted in a much smaller proportion of the yield being sold by the producers.

The division of the cultivated area between the different kinds of grain also indicates that the export capital of Russia is very different from the pre-war period. In 1926 the area cultivated with rye and other kinds of grain, which are not destined for export, was larger than before the war (25,800,000 dessiatines as compared with 24,700,000 dessiatines). This year it was again reduced to the pre-war level. The wheat area was largely increased this year at the expense of rye, but was still smaller than before the war. Since the domestic consumption of wheat has markedly increased, a large export during the last two years has only been possible as a result of good harvests. For barley—the former importance of which for export has already been mentioned—the cultivated area in 1926 was about one third less than before the war (6,300,000 as against 9,700,000 dessiatines), and in 1927 was still smaller. The area cultivated with oats was also less, amounting in 1926 to 13,900,000 dessiatines as against 16,200,000 dessiatines in the period 1909-13. Against this the area cultivated with buckwheat and millet, of which as of rye only a small proportion of the total yield is exported, shows an increase of about 50 per cent. The position therefore is that considerably less is produced of those kinds of grain which are chiefly exported. Moreover, the production of bread grains, in which should be included buckwheat and spelt, has increased, whereas that of fodder grains has greatly declined.

* 1 Dessiatine=2.7 acres.

GRAIN PRODUCTION UNPROFITABLE

The increase in the total cultivated area, which took place during the period 1923 to 1926 at the rate of 5 per cent a year, must be regarded as a moderate average. The extension of the cultivated area in 1927 was estimated by the State Planning Commission at 2.5 per cent. This rate of increase only about keeps pace with the increase of the population, which last year amounted to 2.2 per cent. The position can be better described as a standstill. This is to be attributed to the unfavourable relation between the prices of grain and the prices of industrial products, which renders the production of grain unremunerative. This may be seen from the following figures in which the prices ruling in 1926-27 are given in percentages of 1913:—

Price Index of Products.—Grain, pulse, oil seeds, 101; vegetables, 119; animals, animal products, 173.

Wholesale Prices.—Agricultural products, 156.8; industrial articles, 196.8.

Cost of Living Index.—Land workers, 209.6; industrial workers, 224.4.

The peasants only receive the pre-war price for their grain, while for that which they require themselves they must pay double and sometimes treble the pre-war prices. If the peasants did not live in a semi-natural state, such relative prices would lead to a great decline in the production of grain.

There are chiefly two factors which cause the great discrepancy between prices. The first factor is the State Trade Monopoly. Opinions differ very considerably with regard to the advantages of the monopoly of buying and selling. It is, however, agreed that the grain monopoly is conducted at a very considerable cost. The total cost in 1926-27 per one poud (36 pounds) of export grain amounted to about 30 cents as against 15 cents in pre-war years. Against this transport charges, railway and shipping, have only increased about 50 per cent. The charges for staff and such like, however, have been trebled.

The second and most important factor is that the entire economic reconstruction or socialization, as it is called in the Soviet Union, has been based on cheap grain prices at the expense of the peasantry. In recent years the nationalization of the grain trade has been used especially for the purpose of preventing any possible upsetting of the low grain prices. In the past crop year this policy has been successful and will be further maintained with minor modifications.

The following figures of the State Planning Commission in their estimation of the situation for the year 1927-28 will give a clear indication of the relation between the various branches of production, which it is expected to maintain through the policy now being pursued:—

Branches of Production

	1926-27	1927-28
	In Percentage of 1913	
Cultivated area	95.1	97.6
Horses	82.0	88.2
Cattle	106.2	112.3
Hogs	100.7	111.2
Coal	105.2	122.3
Oil	109.5	120.7
Raw iron	70.5	82.3
Cotton cloth	105.4	112.0
Rubber shoes	109.6	132.6
Salt	102.0	114.2

The above table shows that a considerably more rapid development is anticipated in manufacturing industry than in agriculture.

FUTURE OUTLOOK

The table also shows that agricultural producers are turning to animal breeding as being relatively more remunerative than grain production. The increase in population and the considerably increased number of animals will certainly use up most of the grain surplus. It is even probable that the production may not suffice. Exports do not on this account need to decline. The hoarding of grain stocks by the peasants cannot be carried on indefinitely. If the peasants themselves felt secure and stopped accumulating stocks, large quantities of grain in excess of present requirements would be freed. It must be taken into consideration that a proportion of these free supplies would be used either by the peasants themselves or for feeding their cattle. Another proportion would probably not be produced and only the remainder would be available for export. The probable extent of these remaining quantities can only be surmised. It is clear that it would only mean an increase of the quantities available for export and not a more rapid development of production, especially of the production of export grains. For such a possibility the present outlook is entirely unfavourable.

GERMAN BOUNTIES ON GRAIN AND FLOUR EXPORTS

TRADE COMMISSIONER L. D. WILGRESS

Hamburg, October 15, 1927.—The German system whereby exporters of grain, flour, and certain other products receive an import licence entitling them to the duty-free importation of an equivalent quantity of grain is not always readily understood in Canada. The system is not to be confused with the drawbacks on imported grain re-exported in the form of flour which is in force in other countries, e.g. the milling-in-bond privilege in the United States. The German system is not intended as a drawback system, but is essentially a system of bounties on export. It is described in Germany as the "Einfuhrschein" or import license system, but the words "bounty system" are a more accurate description.

ORIGIN AND PURPOSE OF THE SYSTEM

The bounty system was introduced long before the outbreak of the war and it was provided for in the Customs Tariff Law of December 25, 1902, which is still the tariff law in force in Germany. The reasons for the introduction of the system are to be found in the fact that Germany both imports and exports grain. This arises from the different conditions prevailing in the grain-producing districts.

There are three fairly sharply distinguished agricultural areas in Germany: (1) the thickly populated West, which requires considerably more grain than its agriculture can produce; (2) Central Germany, where the harvest almost suffices for the requirements; and (3) the East, which is essentially agricultural and produces more grain than it requires.

It was found economically impossible to transport the surplus grain of the East to the West. The sea freight from Odessa to the Rhine harbours was equal to the rail freight from East Prussia to Cologne. In order to promote a market for the surplus grain of the East, a special railway tariff had been devised, but through this the Eastern grain only became competitive in Central Germany, where on the one hand the domestic production of this area nearly covered requirements and where on the other hand there was also the competition of foreign grain cheaply transported on the Elbe system of waterways.

The result of this situation was that each year after the harvest large quantities of grain were collected in Eastern Germany, while Western Germany

was being supplied from abroad. Moreover, the soft grain could not compete in quality with foreign grain, so that even if transport costs permitted its sale in Western Germany, no considerable outlet could be found there for the Eastern grain. This was used as an argument against further State subsidies in the shape of reduced railway freight rates.

The surplus grain in Eastern Germany reduced prices after each harvest to such an extent that this important agricultural area derived little benefit from the protective grain duties. No outlet could be found in export as owing to the duty German grain prices were above world market prices. It was to equalize this situation for the agriculturists in Eastern Germany that the bounty system was introduced.

WORKING OF THE SYSTEM

During the war the bounty system had to be suspended together with the duties on grain and flour, but it was reintroduced with minor amendments on October 1, 1925, one month after the duties on grain and flour were reimposed. The decrees by which the system was reintroduced provided that: (1) on the export from the territory of the German customs area of rye, wheat, spelt, barley, oats, and pulse in quantities of at least 500 kg. (1,102 pounds) the exporter would be given an import license authorizing a duty-free importation of any one of these products within a period of at most nine months, the quantity to be imported free of duty to correspond to the customs value of the import license, which in turn is determined by the lowest duty applicable to the product exported; (2) to the proprietors of flour mills or malting factories there would be given on the export of their products produced in the German customs territory an import license authorizing the duty-free importation of a corresponding quantity of grain or pulse.

In other words, the exporter of grain, pulse, flour, or malt received a license or certificate of a value equal to the customs duty on the exported grain or pulse or on the grain equivalent of the exported flour or malt, and this certificate could be used within a period of nine months in payment of customs duty on grain or pulse.

The word "pulse" has been substituted in a decree of July 15 last by the words "buckwheat, edible beans, peas, lentils, fodder beans, lupines, and vetches". Against exports of barley malt or barley bran the import license cannot be used for payment of duty on feeding barley, which is subject to a lower duty than malting barley.

In times of shortage of grain the bounty system can be suspended, and this provision was put into effect this year during part of the month of May and the months of June and July so far as the system applied to wheat, rye, spelt, barley, and oats, the import licenses for exports of flour not being suspended. The reason for this suspension was the great increase in German grain prices and the shortage of grain in neighbouring countries.

ADVANTAGES OF THE SYSTEM

In practice the bounty system is used to compensate exporters in Eastern Germany for the difference between German and world grain prices. For instance, a grain exporter in Eastern Germany within a period of three months can sell the import license to a grain importer in Western Germany, who uses it to pay the duty on a corresponding quantity of foreign grain.

The quality of the German grain is an important factor in the working of the system. The soft German wheat is not suitable for producing a good baking flour, owing to its low gluten content. The German millers consequently require Canadian and other foreign wheat. On the other hand, the mills in Scandinavia and other countries appreciate the high starch content of German

wheat for their special purposes. The bounty system therefore greatly facilitates the export of German wheat to these countries in return for imports of the foreign wheat which is so greatly required by the German millers. For the country as a whole the system has enabled the German mills to secure larger supplies of foreign wheat in exchange for exports of the inferior German product.

A comprehension of the system will indicate that no special benefits are conferred on individual exporters and importers. The exporter of German grain receives the bounty, but this is supposed to compensate for the difference between German and world prices resulting from the fact that Germany is a protected market. The importer who uses the import license for payment of the duty on imported grain has to buy the license from an exporter and pays usually from $\frac{1}{2}$ to $\frac{3}{4}$ per cent less than the customs value of the license. Thus at present the cost of an import license with a customs value of 50 reichsmarks ranges from 49.60 to 49.80 reichsmarks. There is a considerable demand for import licenses, as importers wish to save this small percentage reduction of the duty, but the supply is limited owing to the fact that the imports of grain are so much greater than the exports.

The flour millers and malting factories are practically the only exporters who use the import licenses for their own purposes, but the advantages which they derive serve principally to compensate them for the difference between German and world market prices for their products. Some benefit undoubtedly accrues to the flour millers through the facilities which the system gives them to secure supplies of good Canadian and other foreign wheat, but these advantages are difficult to estimate, being dependent upon so many diverse factors such as the difference between German and world grain prices, difference in quality between German and foreign grain, and the method of calculating the grain equivalent of the exported flour.

LIMITS OF WORKING OF SYSTEM

The advantages which the bounty system confers on the country as a whole are strictly limited by the restricted openings for exports of German grain, flour, and malt. This can be readily seen from the following table, which gives the total exports of the various products concerned in 1926, together with the quantities exported in return for bounties in the form of import licenses:—

Exports under Bounty System, 1926

Product	Total Exports Metric Tons (2,204 lbs.)	Exports under Bounty System Metric Tons
Rye	280,543	279,864
Wheat	286,690	283,539
Spelt	244	176
Barley	4,741	4,481
Oats	120,177	118,761
Malt	16,555	12,223
Edible beans	2,000	1,719
Peas	4,557	3,981
Lentils	563	547
Fodder beans	161	146
Lupines	497	439
Vetches	1,017	734
Rye flour	30,306	22,694
Wheat flour	72,774	26,538
Oat, barley, pea and other meal	1,188	140
Pearled grain, grits and groats	8,929	4,651
Flaked oats, bruised grain, etc.	7,106	4,626

The similar figures for the first part of the current year are not given as the bounty system was suspended for over two months in respect of certain products.

DETERMINATION OF GRAIN EQUIVALENT FOR EXPORTED FLOUR

The technical operation of the bounty system is regulated by a decree of September 14, 1925. This gives the regulations for determining the grain equivalent of flour exported under the system. Three classes of rye flour and five classes of wheat flour are defined according to milling percentage, as follows:—

	German Milling Percentage	Grain Equivalent of 100 Kg. of Flour
<i>Rye Flour—</i>		
1st Class	0 up to 60 per cent	150 kg.
2nd Class	Over 60 up to 70 per cent	100 kg.
3rd Class	0 up to 70 per cent	142.85 kg.
<i>Wheat Flour—</i>		
1st Class	0 up to 30 per cent	150 kg.
2nd Class	Over 30 up to 70 per cent	117.50 kg.
3rd Class	Over 70 up to 75 per cent	100 kg.
4th Class	0 up to 70 per cent	135.71 kg.
5th Class	0 up to 75 per cent	133.33 kg.

The flour mills submit samples of the flour which they wish to export to the Milling Institute. The samples are analysed and the milling percentage determined on the basis of ash content.

GERMAN MARKING REGULATIONS FOR FOOD PRODUCTS

TRADE COMMISSIONER L. D. WILGRESS

Hamburg, October 12, 1927.—A decree of September 29, 1927, has been published in the *Reichsgesetzblatt* providing for the compulsory external marking of certain food products. This decree is based on section 5, No. 3, of the law regarding the trade in food products and articles of necessity (Food Products Law) of July 5, 1927. The following is a translation of the regulations enacted by the decree:—

Section 1

The following food products are subject to obligatory marking when they are delivered to the consumer in packages or containers:—

- (1) Non-perishable wares of meat or containing meat in air-tight sealed containers;
- (2) Non-perishable goods of fish, including those pickled;
- (3) Non-perishable goods of crustaceans;
- (4) Milk and cream non-perishable goods;
- (5) Non-perishable vegetables;
- (6) Non-perishable fruit goods, including fruit pulp, fruit herbs, jam, fruit juice, fruit jelly, and fruit syrup;
- (7) Honey and artificial honey;
- (8) Dietary foods;
- (9) Meat extracts and their substitutes, soup cubes and their substitutes, soups in dried form ready for cooking;
- (10) Crab and shrimp extracts;
- (11) Egg powder and its substitutes;
- (12) Pudding powder and baking powder;
- (13) Spices and their substitutes;
- (14) Chocolate and chocolate goods other than packages under 25 gr., chocolate and cocoa powder;
- (15) Marzipan and marzipan substitutes;
- (16) Coffee, tea, and their substitutes;
- (17) Alimentary pastes;
- (18) Rusks, cakes, biscuits, and gingerbreads.

Without the prescribed marking, these food products in packages or containers may not be exposed for sale, sold or otherwise put on the market.

The details must be affixed by the manufacturer or in case someone else in his name or under his firm puts the goods on the market, this person is responsible.

Section 2

The following must be put on packages or containers in the German language and easily recognizable by the purchaser:—

(1) The name or the firm and the place where the chief business is carried on of the manufacturer of the food product; if the head office of the manufacturer is abroad, but the food product is manufactured in the interior, the name of the place where the goods were manufactured must also be given; if some one other than the manufacturer puts the food product in the packing or the containers with his name or his firm on the market, the name of the latter is to be given instead of that of the manufacturer.

(2) The contents according to the usual trade mark and German weight or measure (corresponding to the weights and measure regulation) at the time of the filling or according to number observing the following special regulations, must be given:—

- (a) for non-perishable goods of meat or containing meat in air-tight sealed containers the weight for the boneless meat or the bacon (including fat); in the case of small ribs, prepared hogs' legs, and non-perishable poultry goods the weight of the bones may not be included in the weight stated;
- (b) for non-perishable fish goods, including pickled goods, the weight of the prepared fish or fish parts, as well as the time of the filling with month and year accordingly in as far as it concerns goods which are rendered imperishable by heating;
- (c) for condensed milk, the fat content and fatless milk drying substance in percentage of weight, for non-perishable cream goods the fat content in percentage of weight, for milk powder the time of manufacture, viz month and year;
- (d) for non-perishable vegetable and fruit goods (excepting fruit pulp, fruit herbs, jams, fruit juice, fruit jelly, fruit syrup) the weight of the vegetable or fruit without the added liquid, in as far as a normal can (section 3) is not used for the canning;
- (e) for soups ready for cooking in dried form, how many plates of soup can be made from it;
- (f) for baking powder the quality of flour for whose preparation the contents of the packet suffice even after the storage period usually allowed for has expired;
- (g) for egg powder, number of eggs in weight go to each 45 grammes of contents of packet; for egg-yolk powder, how many egg yolks in weight go to each 16 grammes of contents of packet;
- (h) for chocolate and chocolate powder the quantity of cocoa contents in percentage of weight;
- (i) for coffee substitutes instead of the weight at the time of filling, the weight of the goods at the time they are put on the market.

In the cases of *a, b, d, e, f*, further details of weight are not necessary.

Section 3

A 1/1 standard can is understood to be one which in an unclosed condition has a capacity for non-perishable vegetable goods of 900 cb. cm.; for non-perishable fruit goods of 850 cb. cm.

In addition to the 1/1 standard can the following are allowed: 1/8, 1/4, 1/2, 1½, 2/1, 2½, 5/1 standard cans.

The cans must be marked as standard cans corresponding to the approved sizes. They must be filled in the usual trade manner and may not contain more liquid than is technically unavoidable.

Section 4

The regulations of this decree also apply to food products imported from abroad.

Section 5

These regulations come into force on October 1, 1927.

For those goods not mentioned in section 1 of the decree respecting the outward marking of goods dated July 13, 1923, and for those food products imported from abroad which previously have not been subject to external marking, these regulations come into force on April 1, 1928.

Food products mentioned in section 1 of the decree respecting the marking of goods dated July 13, 1923, are up to March 31, 1928, even then considered as sufficiently marked when they conform to the existing marking regulations.

FOREIGN FOOD PRODUCTS

The decree of July 13, 1923, referred to in the last two paragraphs, did not apply to goods imported from abroad, but only to food products manufactured in Germany, as section 46 of the Trade Restrictions Decree of July 13, 1923, on which the decree was based, provided that "goods which are imported from abroad in original packages are not subject to the regulations, but are to be marked as foreign goods on the package, when the foreign origin is not evident from the nature of the goods or its packing". The new regulations outlined in this report are to also apply to food products imported from abroad as stated in section 4 of the new decree.

GERMAN MARKET FOR FROZEN EELS

TRADE COMMISSIONER L. D. WILGESS

Hamburg, October 15, 1927.—Germany continues to provide a good market for frozen eels from Canada. Orders are already reported to have been placed for this season's catch at prices of around 15 cents a pound. The following shipments of frozen eels have been made to Germany from Canada in the last three fiscal years:—

Year ending March	Quantity Cwt.	Value \$
1925	2,946	27,125
1926	3,877	61,578
1927	2,923	47,105

The German trade returns show an import of frozen eels from Canada in the calendar year 1926 amounting to 464,420 pounds, while in the first eight months of this year 144,320 pounds are given as having been imported from Canada.

Frozen eels are required in Germany for smoking purposes, smoked eel being a favourite delicacy. The eels should be frozen alive, and after the freezing operation has been completed the eels are dipped again to give a thin outer coating of ice. They are packed in boxes of 100 pounds net and are shipped to Hamburg by refrigerator steamer, either direct or through New York. The average weight of the eels is around two pounds, so they run about fifty to a case.

When the eels arrive they are delivered to smoking plants. After being defrozen the intestines are removed and the eels are then smoked. It is important that the flesh should be well preserved during the process of freezing and defreezing.

The usual terms on which frozen eels are sold to Hamburg firms are payment cash against documents. There is no duty on frozen eels imported into Germany.

VALUE FOR DUTY PURPOSES IN UNION OF SOUTH AFRICA

ASSISTANT TRADE COMMISSIONER C. S. BISSETT

Cape Town, September 20, 1927.—In order to throw light on some of the rules governing the valuation of goods for duty purposes imported into the Union of South Africa, the following observations are made with regard to the relevant sections of the law which governs the assessment of customs duties. Section 14 (1) of the Customs Tariff and Excise Duties Amendment Act, 1925, as amended by Act No. 34 of 1926, reads:—

For the purpose of assessing the amount of any customs duty and for the purpose of the declaration and oaths which may at any time be required by law or regulation in relation to any question of such duty, the value of such goods for purposes of duty shall be taken to be the domestic value, as hereinafter defined, plus the *extra* cost of packing and packages for export, carriage to the port of shipment and all other expenses incidental to placing the goods on board ship ready for exportation to the Union: provided that in no case shall the value for purposes of duty be less than the free on board price of the goods to the importer, including agents' or buying commission in excess of 5 per cent.

Domestic value is defined as follows in Section 14 (3)—

For the purposes of this section "domestic value" shall, in respect of goods imported into the Union, be the market price at which at the time of exportation such or similar goods are offered for sale, for consumption in the country from which the goods are exported, to all purchasers in the usual wholesale quantities in the ordinary course of trade in the principal markets of such country, including the cost of packages ordinarily used in those markets but not including excise duties payable in that country.

South African duties are therefore *based* on the "domestic value" and are *levied* on the domestic value at port of shipment, when this is not less than the free on board port of shipment cost to the importer; in which case the latter figure becomes the basis for duty. The phrase in section 14(1), viz., "all other expenses incidental to placing the goods on board ship ready for exportation to the Union", includes such charges as wharfage, dock dues, lighterage, cartage, cranage, stowage, etc. When these are included in the inland freight and handling rates quoted by the railways they need not be shown on the invoice, but where they do form a part of the charges for ocean freight and are included in the ocean rate quoted they must be shown on the invoice, since they are charges incidental to placing the goods free on board the vessel.

USUAL WHOLESALE QUANTITIES

The phrase "usual wholesale quantities" is a recent substitution for "equal quantities" and was designed to broaden the basis of valuation in order that the exporter would not be penalized in selling small volumes of goods to South Africa. It has already been brought to the notice of Canadian exporters that the wording of the declaration of value upon South African invoices must be changed to conform to the new basis of valuation. Otherwise the documents are unacceptable and the importer is obliged to make a deposit pending the production of correctly worded invoices. The South African commercial community, however, contend that wholesale quantities in different centres vary widely and the Customs authorities cannot be relied upon to accept the declaration of domestic value which appears on the invoice as being applicable to the quantity of goods in question.

The Customs procedure is to determine to their own satisfaction what is a wholesale quantity. For example, certain goods may be sold at \$5 per gross in quantities of 100 gross; at \$6 for 75 gross; at \$7 for 50 gross, and at \$8 for 25 gross. The Customs authorities may decide from the information available that 50 gross is a "usual wholesale quantity." Therefore, the domestic value is based on the price of quantities of 50 gross, viz., \$7. If an importer buys 25 gross at \$8, he pays duty on \$8 because the price to the importer is \$8 and

therefore higher than the domestic value, but if he buys 75 or 100 gross, he does not pay duty on \$6 or \$5 as the case may be, but on \$7 since this latter is the domestic value and is higher than the price to the importer. This is in accordance with section 14(1) of the Act as given above.

AVERAGE WHOLESALE PRICE NOT ACCEPTED

The phrase "in the principal markets" has a bearing on domestic value. As a case in point, a certain Canadian manufacturer, due to various causes, is in the habit of selling in Canada at different wholesale prices. The average of these prices was barred as a statement of the domestic valuation and the Montreal wholesale price was placed by the Customs authorities as the domestic value on the grounds that Montreal was the principal market in Canada for the products of the company.

ORDINARY COURSE OF TRADE

The third phrase which requires consideration is "in the ordinary course of trade". Section 14(4) sets out the trading conditions which are not considered as "ordinary".

In determining domestic value, goods shall not be deemed to be offered for sale in the ordinary course of trade in the principal markets of the country of export within the meaning of this section, when—

- (a) they are not sold for use or consumption in that country; or
- (b) a hiring thereof or the right of using the same, but not the right of property therein, is sold or given; or
- (c) any royalty imposed thereon is uncertain; or
- (d) they are usually or exclusively sold by or to agents or by subscription; or
- (e) they are sold under any other unusual or peculiar manner or conditions.

In all such cases the value for purposes of duty shall be determined by the Commissioner of Customs, and subject always to the right of appeal to the minister the value so determined shall be the value upon which duty shall be assessed and levied.

A case in point is the motor trades, to which subsection (d) is applicable. Recently the South African courts decided in favour of the Commissioner of Customs in a test case commenced by an association of American motor car manufacturers in an effort to force the acceptance of the domestic valuation placed upon their products by themselves and which the Customs authorities had increased for duty purposes. Although the domestic value as stated which appeared on the invoice was correct, as far as the South African distributor was concerned, it was held that as motor cars are not sold "in the ordinary course of trade" since they may be purchased from the manufacturer only by contracted agents in restricted exclusive territory, it became necessary to determine the domestic value applicable if and when sold to the general public.

EXCISE DUTY DEDUCTED

The last line of section 14(3) is important. Not only may excise taxes be deducted from the domestic value, for duty purposes, but also internal revenue taxes such as stamp taxes, sales taxes, luxury taxes and special war taxation and discounts for cash. Where these are claimed they must invariably appear on the invoice or certificate and an explanation of how each amount is arrived at must be set forth thereon.

The definition of value for duty purposes mentions the deduction of buying commission, up to a maximum of five per cent. Many South African firms import their requirements through overseas buying houses, and pay them commission at a stated rate on all purchases made by the buying house in return

for services rendered, such as paying cash to the supplier, routing and shipping the goods and buying most suitably where no specific brand has been specified. However, in order to obtain this concession the invoices from the original supplier, to which of course has been added the buying house's commission, must be submitted to the Union Customs authorities. If the buying house re-invoices the goods under its own invoices, it automatically becomes the supplier and the privilege is lost, the buying commission then being treated not as a buying commission but as part of the original cost of the goods. Any commission in excess of 5 per cent is not deductible but is treated as part of the cost of the goods and is dutiable.

On shipments by parcel post, postage is never included as part of the dutiable value unless it forms part of the selling price.

CERTIFICATES OF ORIGIN FOR CERTAIN BRITISH COUNTRIES

A Canadian Trade Commissioner in a British area writes that exporters in Canada frequently neglect to furnish the certificate of origin required for goods to be entered under the British preferential tariff. These certificates of origin are the ground on which tariff preference can be claimed for goods. In this connection attention is called to the fact that preferential tariffs are in force in various parts of the British Empire favouring goods of Canadian origin as compared with similar products imported from non-British countries.

Nearly all goods benefit by such reduced duties in New Zealand, British West Indies (12 colonies), Bermuda, British Guiana, British Honduras, Southern Rhodesia, Zambesi Basin of Northern Rhodesia, Cyprus, Fiji, and Western Samoa (mandated territory). There are preferences also over foreign goods for a considerable number of articles under the tariffs of Great Britain and Northern Ireland, Irish Free State, Australia, Union of South Africa, Basutoland, Bechuanaland, Swaziland, Southwest Africa, Walvis Bay, and Mauritius. In Brunei there is a preference for motor cars and in Gibraltar for spirits, perfumed spirits, strong waters, liqueurs, cordials, and malt liquors.

Information as to the forms required for exporting goods to any of the aforementioned areas may be obtained on application to the Department of Trade and Commerce, Ottawa.

CONSULAR REGULATIONS OF BRAZIL

A leaflet has been issued by the Department of Trade and Commerce respecting the invoice requirements and consular regulations of Brazil. Interested Canadian firms may obtain copies of this leaflet on application to the Department at Ottawa.

BRITISH TRADE COMMISSIONERS IN CANADA

Canadian importers and others desirous of obtaining information regarding the export trade of the United Kingdom and British manufacturers desirous of representation in Canada are invited to communicate with the under-mentioned:—

The Senior British Trade Commissioner in Canada and Newfoundland, 285 Beaver Hall Hill, Montreal, Que. Telegraphic address: "Britcom."

The British Trade Commissioner (for Ontario), 901-902 Bank of Hamilton Building, Toronto, Ont. Telegraphic address: "Toroncom."

The British Trade Commissioner (for Western Canada), 18 Commerce Building, Vancouver. Telegraphic address: "Vancom."

The Officer-in-Charge (for Manitoba and Saskatchewan), British Trade Commissioner's Office, 703 Union Bank Building, Winnipeg. Telegraphic address: "Wincom."

INTERNATIONAL AUTOMOBILE EXHIBITION IN LONDON

ASSISTANT TRADE COMMISSIONER J. C. MACGILLIVRAY

London, October 18, 1927.—After being heralded by the press as the greatest automobile exhibition of all time, the Twenty-first International Motor Show, which is now being held in London, promises to come up to all the expectations of its promoters. It was estimated that orders amounting to £50,000,000 had been placed before the exhibition opened, whilst since then business has also been singularly good.

Every type of car is being shown, with a range in price from £140 to £3,000, but the features of the display are luxury at low prices, and consideration for the woman driver. There are 516 stands in the exhibition, out of which 416 show accessories, tires, and coachwork, while 100 are occupied by cars. Out of this number, these manufactured in Great Britain predominate, with no less than forty-five exhibits. France follows next with twenty-one stands, and the United States with seventeen, the remainder being eight from Italy, three from Belgium, two from Germany, two from Austria, and one each from Canada and Spain. They range from two- and four-cylinder cars of seven horse-power to cars of a much higher power but nevertheless modest rating.

THE CARS OF THE COMING YEAR

A survey of the 1928 models on view clearly illustrates that the day of standardization has not yet arrived. In fact, the reverse may be said to be the case. There is a marked variety and originality, particularly among the British and Continental makes. Gayer colours are noticeable and the two-colour body of dark and light fawn is popular. One of the best-known small English cars has changed its kingfisher blue for a brighter tint to attract the feminine eye. There are blues, greens, reds from scarlet to strawberry and cerise, greys, browns, and creams. Salesmen offer almost any colour or combination of colours without additional cost.

One very noticeable feature is the large number of makes which are fitted with the fabric or so-called Weyman body, which is following the Continental tendency. While the majority are confined to the more expensive makes, they also reach into the lower-priced cars. There are few European manufacturers who are not including at least one fabric body in the 1928 program. The displacement of metal by fabric and other non-metallic materials allows a reduction in weight and greater roominess, together with the elimination of any possibility of squeaks and noise. Although they are a comparatively new innovation, they bid to go far to take the place of metal. Progress has also been made with cellulose as a body finish, and quite an attractive variety of colours now characterize this form of lustrous pigment.

Yet another feature is the increasing popularity of the saloon or closed car. While up to date England has lagged far behind Canada and the United States in the use of closed cars, the motoring public is now beginning to appreciate the comforts of the saloon type. In connection with these is the roll or sunshine top, which in fine weather is capable of being removed. Another innovation noticed was pneumatic upholstery.

In general, it may be said that manufacturers appear to be making energetic efforts to appeal to the æsthetic tastes of car owners. Beauty of symmetry and colour are no longer confined only to the higher-priced cars. The new standard models, even when relatively inexpensive, are pleasant to look at. Radiators are not so cramped looking and are more square cut, so that a higher bonnet line is obtained which accords well with a straight scuttle and a waist-line round the body. This is definite progress. Safety glass is also more in use.

IMPROVEMENTS IN MECHANISM

An innovation which may have far-reaching consequences is the adoption on at least two makes of cars of a free-wheeling arrangement. By means of this not only are economies effected in the running of the car, but it removes for many drivers the terror of gear-changing. By arrangements of this kind it is possible, without possessing any kind of skill, to make changes either up or down at almost any time from any one gear into another without scraping or noise.

Another advance is in the lubrication of the chassis, which in the past has been so difficult and wasteful of time. Instead of the old gun and grease cup, examples can now be seen where the plunger of a pump has only to be depressed from the driver's seat to oil the working parts throughout the chassis, however inaccessible they may be.

In some of the larger and higher priced cars engine-operated brakes are also being shown, which is again a feature to be appreciated by the woman driver. This appears to be gradually becoming standard.

POSITION OF THE INDUSTRY

The British motor car industry is considered to be in a very satisfactory position. Domestic business is brisk and exports are improving. This is not taking into consideration the year 1926, when there was a drop caused by the effects of the coal strike. The value of the total exports in 1926 was £3,233,510 against £4,183,656 in 1925, £2,903,637 in 1924, and £1,203,963 in 1923, while for the first nine months of the present year exports amount to £2,378,418. The orders being booked during the present exhibition will greatly increase this figure. Exports of commercial vehicles, including motor buses, fire engines, and ambulances, have similarly registered an increase from £663,137 in 1923 to £789,816 in 1924, to £881,402 in 1925, falling to £568,409 in 1926, and again increasing to £793,889 in the first three quarters of 1927.

During the present year—the figures being for the first nine months—the principal markets for British cars, together with the number of cars taken by each, were as follows: Irish Free State, 1,747; India, 1,761; the Straits Settlements and Malay States, 1,357; South Africa, 1,123; New Zealand, 1,023; and Australia, 531. There was here in every instance an increase over the figures for the same period in 1926. There was also an advance in exports to other countries, the total for the first nine months of 1927 being 3,282 cars, as compared with 2,648 in 1926.

Although foreign markets are not being neglected, it is principally in the dominions and colonies that the British motor car manufacturer hopes to increase his business. A motor trades delegation is at present making a study of Anti-podean markets, while added attention is also being paid to South Africa and India as well as a number of the lesser colonies and dependencies. The changed attitude of the trade is evidenced by the fact that efforts are now being made to adapt English cars to conditions in other climes where, for instance, greater road clearances are necessary. There is still room for much improvement in this direction, but to sum up, it may be said that the British motor car industry tends to become a more serious competitor in the world markets.

HOUSING AND HEALTH EXHIBITION IN GLASGOW

MISS C. J. McNICOL, OFFICE OF THE TRADE COMMISSIONER

Glasgow, October 19, 1927.—The Housing and Health Exhibition promoted by the Corporation of Glasgow is held annually at Kelvin Hall. The new hall opened three months ago covers an exhibiting area of 180,000 square feet—undoubtedly the largest in the British Isles, excepting only London's Olympia.

At the seventh exhibition, which was open from September 21 to October 15, gas, electric, oil, and fuelless cooking and heating appliances were fully demonstrated; and almost everything possible for the comfort and easy working of the home, as well as all sorts of new forms of prepared foodstuffs. The exhibition was a record-breaker both as regards attendance and business done. Since it opened the daily attendance was approximately 20,000, while one day the high total of 40,000 was reached. Stallholders are well satisfied with the results; one exhibitor who had shown at exhibitions all over the country stated that he had booked more orders at Kelvin Hall than at any of the others. One of the most popular displays was a model dwelling house, which was visited by 76,193 persons during the exhibition.

Reference to the obvious advantages to be derived by Canadian firms exhibiting—especially by those already having United Kingdom representatives—has been made in former reports from this office published in the *Commercial Intelligence Journal*. It is suggested that since the advertising value alone of such an exhibition is very great, a few Canadian firms who have United Kingdom representatives might rent at least one stall under the charge of a clerk who could answer general inquiries intelligently regarding all the Canadian exhibits on view there. Despite the probably contrasting nature of the Canadian commodities that would be thus shown, it is believed that such a plan would be fruitful of results—one of which would probably be that of a separate stall would be rented by each firm at subsequent Glasgow Housing and Health Exhibitions.

There are already several Canadian firms who rent space at this exhibition regularly, but a number of firms who are in doubt about doing so might successfully experiment by sharing a "Made-in-Canada" or "Samples-from-Canada" stall with small expense and great advantage.

DUTCH MARKET FOR SECOND-HAND BAGS

TRADE COMMISSIONER A. B. MUDDIMAN

Rotterdam, October 10, 1927.—For a long time a trade has been going on in importing used or second-hand bags from Canada. These sacks or bags are used in the country for packing such articles as potatoes or sulphate of ammonia. Bags of the same nature are also being imported from the United States and England, and good business could be done. Importers state that this could be increased if Canadians who are selling these second-hand bags would take care to sort them properly. The bags from the Canadian flour mills are quite satisfactorily sorted or selected, but those from sugar, cocoa bean, and nitrate factories are not so well selected. First selection bags are worth to-day approximately 14½ cents Canadian currency for 2½-pound bags; second selection, 12½ dollar cents; and third selection, only 10 dollar cents.

The following are the usual descriptions of the selections:—

First Selection: perfectly open bags, in fair condition; no sea damage.

Second Selection: badly opened bags, or with holes in the body.

Third Selection: broken bags and rejects.

If shippers will thus grade their bales before shipping to the Continent, they will find that they will get a better price for this commodity. Probably the sugar mills and other factories who do not grade their bags so well as flour mills would also be able to sell them at a higher figure if they were properly graded or selected before shipment.

A trade inquiry for bags is published on page 662 of this issue.

BEET SUGAR CROPS IN EUROPE

Returns of the European sugar-beet crops collected by Dr. Miskusch, the Vienna sugar statistician, indicate that the total production of raw sugar for 1927-28 will amount to 4,895,369 tons, as compared with 4,474,411 tons in the previous season.

Of the thirteen countries covered in the report Germany leads with 1,668,925 tons, as against 1,664,623 tons in 1926-27. This is rather more than one-third of the whole production. Czechoslovakia comes next with 1,183,003 tons (1,041,382) and Poland third with 664,350 tons (557,875). Then follow Italy, Belgium, Denmark, Hungary, Rumania, Austria, Sweden, and Jugoslavia. At the bottom of the list are Ireland—20,137 tons, an increase of 50 per cent over the previous season—and Finland, 6,667 tons (3,936).

FOREIGN EXCHANGE QUOTATIONS FOR THE WEEK ENDING OCTOBER 31, 1927

The Foreign Exchange Department of the Bank of Montreal has furnished the following statement of the nominal closing quotations for all the principal exchanges for the week ending October 31, 1927. Those for the week ending October 24, 1927, are also given for the sake of comparison.

Country	Monetary Unit	Parity	Week Ending October 24, 1927	Week Ending October 31, 1927
Britain	£	\$4 86 $\frac{3}{4}$	\$4.8592	\$4.8633
Belgium	Belga	.1390	.1390	.1391
Czecho-Slovakia	Krone	.20263	.0296	.0296
Finland	Mark	.0252	.0252	.0252
France	Fr.	.1930	.0392	.0392
Holland	Florin	.4020	.4018	.4024
Italy	Lire	.1930	.0546	.0546
Spain	Pes.	.1930	.1719	.1708
Portugal	Esc.	1.0805	.0500	.0500
Switzerland	Fr.	.1930	.1926	.1926
Germany	Reichs Mk.	.2382	.2384	.2385
Greece	Dr.	.1930	.0134	.0133
Norway	Kr.	.2680	.2631	.2632
Sweden	Kr.	.2680	.2690	.2689
Denmark	Kr.	.2680	.2676	.2676
Austria	Schilling	.1407	.1412	.1412
Japan	Yen	.4985	.4658	.4655
Siam	Tical	.3709	.4500	.4500
India	Rupee	.3650	.3656	.3656
United States	\$	1.0000	.9985	.9988
Mexico . . . . .	\$	.4985	.4775	.4770
Argentine Rep.	Peso (Paper)	.4244	.4276	.4270
Brazil	Mil.	.5462	.1195	.1200
Jamaica	£	4.86 $\frac{3}{4}$	4.8700	4.8700
British Guiana	\$	1.0000	1.00 $\frac{3}{4}$ —1.02	1.00 $\frac{3}{4}$ —1.02
Barbados	\$			
Trinidad	\$			
Dominica	\$			
St. Kitts	\$			
Grenada	\$			
St. Vincent	\$			
Tobago . . . . .	\$	.6237	.6237	.6262
China	Taël			
Batavia, Java	Guilder			
Peru	Libra	4.8665	3.8500	3.7500
Singapore, Str. Settlement . . . . .	\$	.5678	.5625	.5625

TRADE INQUIRIES FOR CANADIAN PRODUCTS

Since the publication of the last *Commercial Intelligence Journal* there have been received the following inquiries for Canadian products. The names of the firms making these inquiries, with their addresses, can be obtained only by those specially interested in the respective commodities upon application to: "THE COMMERCIAL INTELLIGENCE BRANCH OF THE DEPARTMENT OF TRADE AND COMMERCE, OTTAWA," OR THE BOARDS OF TRADE AT ST. JOHN, HALIFAX, QUEBEC, SHELBROOKE, MONTREAL, TORONTO, WOODSTOCK, ST. MARY'S (ONT.), PORTAGE LA PRAIRIE, ST. BONIFACE (MAN.), WINNIPEG, VANCOUVER, NEW WESTMINSTER, AND PRINCE RUPERT; THE CHAMBERS OF COMMERCE AT BELLEVILLE, PETERBOROUGH, HAMILTON, ST. CATHARINES, STRATFORD, GUELPH, BRANTFORD, LONDON, ST. THOMAS, SARNIA, AND VICTORIA (B.C.); THE CHAMBRE DE COMMERCE, DISTRICT OF MONTREAL; BORDER CHAMBER OF COMMERCE, WINDSOR; THE CANADIAN MANUFACTURERS' ASSOCIATION OFFICES AT TORONTO, MONTREAL, WINNIPEG, EDMONTON, VANCOUVER, AND VICTORIA; AND THE KITCHENER AND WATERLOO MANUFACTURERS' ASSOCIATION, KITCHENER (ONT.).

Foodstuffs

1007. CANNED FRUITS.—A London indent house wishes to get in touch with Canadian producers of canned fruits who are interested in shipping to the United Kingdom and the Continent.

1008. DRIED APPLES.—A London indent house wishes to get in touch with Canadian producers of dried apples who are interested in shipping to the United Kingdom and the Continent.

1009. FISH PRODUCTS.—A firm in Altona Elbe, Germany, who have been established for many years in the fresh herring import trade, are open to take up connections for the sale of salted or frozen fish from Canada.

1010. DRIED CODFISH.—A Birmingham export firm desire quotations on Canadian dried codfish in bales of 50 kilos.

1011. CANNED SALMON.—An English export house desires quotations on tinned salmon in $\frac{1}{2}$'s and 1's for chums. Prices to be f.o.b. Canadian seaboard or c.i.f. West African ports in sterling.

1012. BACON AND HAMS.—An English indent firm wish to hear from Canadian packers in a position to offer highly cured hams and bacon suitable for West African trade.

Miscellaneous

1013. HAY.—An importer in Berlin, Germany, wishes to get in touch with Canadian exporters with a view to importing timothy and other high-quality hays unaffected by rain.

1014. HAY.—A Birmingham firm desire quotations on Canadian timothy in 100-ton lots c.i.f. Avonmouth in sterling: November shipment.

1015. GLOVES.—A Liverpool firm who import substantial quantities of various types of working gloves would like to get in touch with Canadian manufacturers who can supply gloves similar to four type samples on file at Department. Interested in buying in 100-dozen lots. Quotations desired f.o.b. Atlantic seaboard, along with counter samples.

1016. NEW AND USED BAGS.—Canadian exporters of jute sacks, new and second-hand, should submit c.i.f. quotations to Dutch importer.

1017. WOOD FITTINGS FOR ALUMINIUM WARE.—A Midland firm are open to consider quotations c.i.f. United Kingdom port and counter samples of hardwood handle grips and knobs, black rubberoid coated. The grips are desired 3 inches, $3\frac{1}{2}$ inches, and 4 inches in length. Knobs are purchased to sample on file at Department.

1018. WOOD GRIPS.—A Midland manufacturer of hollow-ware would consider quotations on 25,000 wood grips delivered their works. Sample on file.

1019. WOOD GRIPS FOR KETTLES.—A Birmingham firm of manufacturers of aluminium hollow-ware desire quotations on hardwood grips or handles for kettles, sizes 4 inches, $4\frac{1}{2}$ inches, and 5 inches, in quantities of approximately 71,000, 70,000, and 30,000 respectively. Black rubberoid coated. Samples on file.

1020. WOODEN HANDLES.—A Birmingham indent and export firm desire catalogues and price lists from Canadian producers of all classes of handles.

1021. CLOTHES PEGS.—A Birmingham firm desire to hear from Canadian shippers of wood clothes pegs in 5-gross boxes. Quotations to be either c.i.f. United Kingdom port or free-delivered Birmingham.

1022. **SPRUCE AND PINE DEALS AND BATTENS.**—A London indent house wishes to get in touch with Canadian producers of spruce and pine deals and battens who are interested in shipping to the United Kingdom and the Continent.

1023. **BIRCH LOGS.**—A firm of timber brokers at Liverpool are anxious to get in touch with exporters of St. John birch logs not represented in this market. Have current inquiry for several hundred logs of 16/17½-inch average, and wish c.i.f. Liverpool quotation.

1024. **PEGWOOD.**—Exporters should submit c.i.f. prices and samples to agent for representation in Alsace-Lorraine.

1025. **DOUGLAS FIR.**—A London indent house wishes to get in touch with Canadian producers of Douglas fir who are interested in shipping to the United Kingdom and the Continent.

1026. **HARDWOODS.**—A London indent house wishes to get in touch with Canadian producers of hardwoods who are interested in shipping to the United Kingdom and the Continent.

1027. **FENCING STANDARDS.**—A Birmingham export house desires catalogues and prices c.i.f. Durban and f.o.b. Montreal or Halifax for Canadian manufactured steel fence standard.

1028. **BRAKE LINING.**—A representative in Buenos Aires wishes to obtain agency of Canadian manufacturer of brake lining.

1029. **CRUDE WHITE ASBESTOS.**—Uruguayan firm wish to receive quotations c.i.f. Montevideo on ground crude asbestos for use in the paint industry.

1030. **METALS.**—A Birmingham firm desire to hear from Canadian exporters of copper, zinc, and nickel in the various forms of sheet, strip, and wire. Prices are to be c.i.f. United Kingdom port in sterling.

PROPOSED SAILINGS FROM CANADIAN PORTS

(The sailing dates are approximate and subject to change without notice)

From Montreal

To ANTWERP.—Canadian Aviator, Nov. 11; Canadian Planter, Nov. 21—both C.G.M.M.

To AVONMOUTH.—Colonian, Nov. 19; Oxonian, Nov. 26—both White Star-Dominion; Concordia, Cunard Line, Nov. 12.

To BELFAST, LONDONDERRY, CORK AND DUBLIN.—Torr Head, Nov. 16; Malmore Head, Nov. 20—both Head Line.

To CARDIFF AND SWANSEA.—Canadian Mariner, C.G.M.M., Nov. 18.

To DUNDEE.—Cairntorr, Thomson Line, Nov. 19.

To GLASGOW.—Tarantia, Nov. 11; Carmia, Nov. 18; Letitia, Nov. 26—all Cunard Line; Brandon, Canadian Pacific, Nov. 26.

To HULL.—Bay State, Nov. 8; Ariano, Nov. 22—both Furness Line.

To LIVERPOOL.—Montrose, Nov. 11; Montcalm, Nov. 18; Melita, Nov. 25—all Canadian Pacific; Dorie, Nov. 12; Albertic, Nov. 19; Regina, Nov. 26—all White Star-Dominion.

To LONDON.—Canadian Aviator, Nov. 11; Canadian Planter, Nov. 21—both C.G.M.M.; Ascania, Nov. 11; Alaunia, Nov. 18; Ausonia, Nov. 25—all Cunard Line; Berwyn, Nov. 12; Balfour, Nov. 19; Bothwell, Nov. 25—all Canadian Pacific; Bay State, Nov. 8; Ariano, Nov. 22—both Furness Line.

To MANCHESTER.—Manchester Citizen, Nov. 10; Manchester Division, Nov. 17; Manchester Regiment, Nov. 24—all Manchester Liners.

To NEWCASTLE AND LEITH.—Cairnvalona, Nov. 12; Cairntorr, Nov. 19; Cairnross, Nov. 26—all Thomson Line.

To HAMBURG.—Cairngowan, Nov. 10; Cairnglen, Nov. 25—both Thomson Line; Golden Gate, County Line, Nov. 22; Berwyn, Nov. 12; Bothwell, Nov. 25—both Canadian Pacific.

To HAVRE.—Laval County, Nov. 11; Key West, Nov. 25—both County Line.

To ROTTERDAM.—Porsanger, Nov. 10; Grey County, Nov. 30—both County Line.

To COPENHAGEN AND BALTIC PORTS.—Maine, Nov. 15; Texas, Nov. 16—both Scanadinavian-American Line.

To ITALIAN PORTS.—Valflorita, Lloyd Mediterraneo Italian Service, Nov. 10.

To SOUTH AND WEST AFRICAN PORTS.—Calgary, Elder Dempster Line, Nov. 15.

To AUSTRALIAN PORTS.—Canadian Constructor, C.G.M.M., Nov. 12; Cydonia, New Zealand SS., Nov. 23.

To NEW ZEALAND PORTS.—Canadian Britisher C.G.M.M., Nov. 25; Cydonia, New Zealand SS., Nov. 23.

To ST. KITTS, ANTIGUA, BARBADOS, TRINIDAD AND DEMERARA.—Canadian Squatter, C.G.M.M., Nov. 17.

TO BERMUDA, BAHAMAS, JAMAICA AND BRITISH HONDURAS.—Canadian Fisher, C.G.M.M., Nov. 16.

TO ST. JOHN'S, NFLD (via CHARLOTTETOWN).—Canadian Sapper, C.G.M.M., Nov. 24; Farnham, Nov. 18; Copthorne, Nov. 8—both Canadian Steamship Lines.

TO CORNERBROOK.—New Northland, Clarke SS., Nov. 9, Nov. 30.

From Quebec

TO ANTWERP AND SOUTHAMPTON.—Montnairn, Canadian Pacific, Nov. 16.

From St. John

TO BERMUDA, ST. KITTS, ANTIGUA, MONTSERRAT, DOMINICA, ST. LUCIA, BARBADOS, ST. VINCENT, TRINIDAD AND DEMERARA.—Canadian Pathfinder, Nov. 19; Canadian Volunteer, Dec. 3—both C.G.M.M.; a steamer, Pickford & Black, Nov. 30.

From Halifax

TO BORDEAUX AND VIGO (SPAIN).—Chicago, French Line, Nov. 20.

TO LIVERPOOL.—Galtymore, Nov. 11; Incemore, Nov. 23; Valemore, Dec. 1—all Furness, Withy.

TO LONDON AND HULL.—Bay State, Nov. 12; Ariano, Nov. 26—both Furness, Withy.

TO MANCHESTER.—Manchester Producer, Nov. 7; Manchester Citizen, Nov. 14; Manchester Shipper, Nov. 19; Manchester Regiment, Nov. 28—all Furness, Withy.

TO ST. JOHN'S, NFLD.—Newfoundland, Furness, Withy, Dec. 10; Silvia, Nov. 15, Nov. 29; Nerissa, Nov. 8, Nov. 22—both Red Cross Line; Farnorth, Nov. 19; Sambro, Nov. 8—both Farquhar SS.

TO EAST COAST NEWFOUNDLAND PORTS.—Sambro, Farquhar SS., Nov. 8.

TO WEST AND SOUTH COAST NEWFOUNDLAND PORTS.—Skipper, Farquhar SS., Nov. 24.

TO ST. PIERRE-MIQUELON.—Pro Patria, French Mail Service, Nov. 8, Nov. 22; Skipper, Farquhar SS., Nov. 24.

TO BERMUDA, ST. KITTS, NEVIS, ANTIGUA, MONTSERRAT, DOMINICA, ST. LUCIA, BARBADOS, ST. VINCENT, GRENADA, TRINIDAD AND DEMERARA.—Canadian Carrier, Nov. 18; Canadian Pathfinder, Dec. 2—both C.G.M.M.; Haraldshaug, Nov. 10; Ivernina, Nov. 24—both Pickford & Black.

TO SANTIAGO (CUBA) AND KINGSTON (JAMAICA).—Andalusia, Nov. 16; Caledonia, Nov. 30—both Pickford & Black.

From Vancouver

TO YOKOHAMA, KORE, NAGASAKI, SHANGHAI, HONG KONG AND MANILA.—Empress of Russia, Nov. 19; Empress of Asia, Dec. 10—both Canadian Pacific.

TO YOKOHAMA, KOBE, MIKE AND HONG KONG.—Achilles, Nov. 8; Tyndareus, Nov. 29—both Blue Funnel.

TO YOKOHAMA, KOBE AND DAIREN.—Paris Mafu, Osaka Shosen Kaisha, Dec. 19.

TO HONOLULU, SUVA, AUCKLAND AND SYDNEY.—Aorangi, Canadian-Australasian Service, Nov. 16.

TO MELBOURNE, SYDNEY AND BRISBANE.—West Cajoot, American-Australian Orient Line, Nov. 19.

TO AUCKLAND, WELLINGTON, DUNEDIN AND NAPIER.—West Elcajon, American-Australian Orient Line, Nov. 19.

TO HAVRE, ANTWERP AND BORDEAUX.—Montana, Nov. 14; Nevada, Nov. 19; Alaska, Dec. 6—all Cie Gle. Transatlantique.

TO MARSEILLES, BARCELONA, GENOA, LEGHORN, NAPLES, VENICE AND TRIESTE.—Carso, Navigazione Libera Triestina, Dec. 1.

TO MANCHESTER.—Pacific Trader, Nov. 11; London Merchant, Nov. 20; London Shipper, Dec. 4—all Furness (Pacific) Ltd.

TO LONDON, HAMBURG, ROTTERDAM AND ANTWERP.—Noorderdyk, North Pacific Coast Line, Nov. 20.

TO LIVERPOOL, SOUTHAMPTON, LONDON AND ROTTERDAM.—Nebraska, Nov. 18; Dinteldyk, Dec. 2—both North Pacific Coast Line.

TO HAMBURG, ANTWERP AND BREMEN.—Seekonk, Nov. 10; Indien, Nov. 29—both Hamburg American Line.

TO TRINIDAD, BARBADOS, MARTINIQUE AND GUADELOUPE.—Dicto, Canadian Transport Co., Nov. 12.

LISTS OF ACTS ADMINISTERED AND PUBLICATIONS ISSUED BY THE DEPARTMENT OF TRADE AND COMMERCE

Applications for these Acts of Parliament and other publications in this list, together with remittances for the same, should be addressed to the King's Printer, Government Printing Bureau, Ottawa, marked "Attention Chief Clerk of Distribution".

Copper Bars and Rods Bounty Act. Copyright Act.
Electricity and Fluid Exportation Act. Electricity Inspection Act.
Electric Units Act. Gas Inspection Act. Gold and Silver Marking Act.
Grain Act. Hemp Bounty Act. Inland Water Freight Rates Act.
Patent Act. Statistics Act. Trade Mark and Design Act.
Timber Marking Act. Inspection of Water Meters Act.
Weights and Measures Inspection Act.

MISCELLANEOUS

Annual Report of the Department of Trade and Commerce. (Price 10 cents.)
Annual Report of the Board of Grain Commissioners for Canada. (Price 25 cents.)
Annual Report of Weights and Measures, Electricity and Gas. (Price 10 cents.)
Canada-British West Indies-Bermuda-British Guiana-British Honduras Trade Agreement (1925). (Price 10 cents.)
Canada West Indies Conference (1920). (Price 25 cents.)
Canada-West Indies Conference Report, (1925). (Price \$1.)
Dominion Grain Research Laboratory (1920). (Price 10 cents.)
Electrical Standards and their application to Trade and Commerce.
Final Report of the Fuel Controller (1920).
Grain Inspection in Canada (1914). (Price 25 cents.)
List of Licensed Elevators, etc. (Price 50 cents.)
Motion Pictures, Catalogue of. (Price 10 cents.)
Pan-Pacific Commercial Conference (1923). (Price 10 cents.)

PUBLICATIONS OF THE COMMERCIAL INTELLIGENCE SERVICE

NOTE.—Publications of the Commercial Intelligence Service are free to subscribers to the Commercial Intelligence Journal.

Commercial Intelligence Journal Weekly (In English and French), containing Reports of Trade Commissioners and other Commercial Information. Annual Subscription: In Canada, \$1; single copies, 5 cents. Outside Canada \$3.50; single copies, 10 cents.
Chinese Markets for Canadian Products (1919). (Price 25 cents.)
Czechoslovakia as a Market for Canadian Products (1927). (Price 25 cents.)
Denmark as a Market for Canadian Products (1926). (Price 25 cents.)
German War and its Relation to Canadian Trade (1914). (Price 25 cents.)
Indian Empire as a Market for Canadian Products (1922). (Price 25 cents.)
Lumber Market of Japan (1926). (Price 25 cents.)
Markets of British Malaya (1923). (Price 25 cents.)
Markets of Jamaica and the Republic of Colombia, Venezuela and Panama (1922). (Price 25 cents.)
Peru as a Market for Canadian Products (1926). (Price 25 cents.)
Report of Special Trade Commission to Great Britain, France and Italy. (French and English) 1916). (Price 25 cents.)
Representation in British and Foreign Markets (1923). (Price 25 cents.)
Republic of Chile: Its Economic Condition and Trading Opportunities (1923). (Price 25 cents.)
Russian Trade (1916). (Price 25 cents.)
Trade after the War (1916). (Price 25 cents.)
Timber Import Trade of Australia (1917). (Price 25 cents.)
Trade between Canada and the British West India Colonies (1920). (Price 25 cents.)
Trade of the New Countries of Southeast Europe (1921). (Price 25 cents.)
Trading Opportunities in Scandinavia (1922). (Price 25 cents.)
Trading with Egypt (1921). (Price 25 cents.)
Trading with Greece (1921). (Price 25 cents.)
Trade with South China (1918). (Price 25 cents.)
Trading with Spain (1920). (Price 25 cents.)
Toy Making in Canada (1916). (Price 25 cents.)
West Africa and its Opportunities for Canadian Trade (1921). (Price 25 cents.)

PUBLICATIONS OF THE DOMINION BUREAU OF STATISTICS

The following is an abbreviated list of publications of the Bureau of Statistics.

Census of Canada.
Census of Prairie Provinces (1916).
Miscellaneous Statistics respecting the following: Criminal; Education; Finance (Provincial and Municipal); Transportation, including railways and tramways, express, telegraphs, telephones water, etc.: Production, including agriculture, furs, fisheries, forestry, mining and manufactures: Vital (annual and monthly).
Monthly Bulletin of Agricultural Statistics
Sixty Years of Canadian Progress (1927). (Price 10 cents.)
Year Book of Canada.
Report of the Dominion Statistician, Annual.
Trade of Canada (Imports and Exports), Annual and Monthly.
Trade (Internal), including grain, live stock, coal prices, etc.

COMMERCIAL INTELLIGENCE SERVICE

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Japan

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Netherlands East Indies

R. S. O'Meara, P.O. Box 84, Batavia, Java. (Territory includes Straits Settlements, Federated Malay States, Indo-China, and Siam.) *Cable Address, Canadian.*

New Zealand

C. M. Croft. Address for letters, P.O. Box 33, Auckland. Office, Union Buildings, Customs street, Auckland. *Cable Address, Canadian.*

South Africa

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Douglas S. Cole, Sun Building, Clare street, Bristol. (Territory covers West of England, South Wales and South Midlands.) *Cable Address, Canadian.*

Gordon B. Johnson, 87 Union street, Glasgow, Scotland. (Territory covers Scotland and Northern Ireland.) *Cable Address, Cantracom.*

United States

Frederic Hudd, 44 Whitehall street, New York City. *Cable Address, Cantracom.*

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Commercial Intelligence Journal

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TRADE COMMISSIONERS ON TOUR

Two Trade Commissioners are at present undertaking tours of the Dominion in the interests of Canadian trade. These are Mr. Harrison Watson (London) and Mr. G. B. Johnson (Scotland and Northern Ireland). The following are the dates of their itineraries:—

Mr. Harrison Watson

London... November 14 and November 15

Mr. G. B. Johnson

Belleville... November 14
Kingston... November 15
Montreal... November 16 to 18
Toronto... November 21 to 30
Hamilton... December 1 and 2
Windsor... December 5 and 6
London... December 7 and 8
Stratford... December 9
Guelph... December 12
Kitchener... December 13
Brantford... December 14
Woodstock... December 15
St. Catharines... December 16

Canadian firms who desire to be brought in touch with the Trade Commissioners or to interview them are requested to communicate, in the case of Montreal and Toronto, with the Secretary of the Canadian Manufacturers' Association, and in that of the other cities included in the above itineraries with the secretary of the Board of Trade or the Chamber of Commerce.

MARKET FOR HAND FARM AND GARDEN TOOLS IN BRAZIL

TRADE COMMISSIONER A. S. BLEAKNEY

Rio de Janeiro, October 12, 1927.—As was indicated in the report of this office on the market for "Agricultural Implements in Brazil", published in *Commercial Intelligence Journal* No. 1213 (April 30, 1927), the country's equipment in modern farming machinery is very inadequate. There is an average of only 14 ploughs per 100 farms, 7 harrows, 1 seeder, 2 cultivators, 1 mower, and 1 tractor. Under such conditions, hand farm tools must occupy a vastly preponderating place in filling the needs of the great agricultural population of the country.

HOES

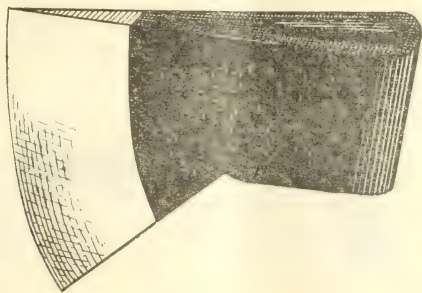
It might be expected that the spade would hold in Brazil the place that is taken by the plough in other countries; but owing to the fact that most of the agricultural workers go barefooted, the hoe is in general favour. It has supplanted the spade owing to its usefulness in weeding and clearing the *matto* or jungle which is the great enemy of the farmer, whose life is a continuous struggle to keep it down. The majority of crops require three weedings or "cleanings", as they are called here, and for this purpose the hoe is in general use. The tool employed is now generally known as the Brazilian hoe, is quite different from that employed in Canada and even in Argentina, and is of the Portuguese type as originally imported from Portugal. Hoes are imported without handles, ordinary poles made from saplings being used for that purpose. They are usually in the shape of a prolonged half-circle about 8 inches in diameter with a heavy socket eye for the handle at the top. This eye is usually built up at the top with a square portion which serves as a hammer for hammering in stakes, etc., and the blade is often slightly curved. The steel of the cutting edge, which extends for about 2 inches, is finely tempered to withstand hard usage. Most of them are poorly finished, all the price going into the cutting edge. They usually weigh from $2\frac{1}{2}$ to $3\frac{1}{2}$ pounds without handles. Not infrequently they are long and narrow in shape. Illustrations of these hoes are published below.



Hoes are chiefly supplied from England, were copied from Portuguese designs many years ago, and are firmly established in the market; the "Chilington" and "Wills" makes are very well known. The *jacaré* or alligator brand of the former make is best known in the Rio area, and the "hand" brand in Matto Grosso and west of Sao Paulo. German imitations also have a considerable sale, and a recently made American article is making considerable progress. Competition is so well established that this is a difficult field to break into, but the business is so important that it may repay the effort necessary.

AXES

Reference was made in a report from this office on the "Market for Hand Tools in Brazil" (see No. 1230, page 280) to the fact that in calendar year 1925 business valued at \$252,000 was secured by United States firms in axes for this market. But as these are used largely as farm tools, further comment is called for here. The history of the introduction of English hoes in Brazil has been repeated in the case of axes by the United States. These also are of special design. The traveller for a well-known firm visited Brazil about a generation ago with samples of American axes, but while these samples aroused much curiosity, no orders were taken. The traveller in the course of his trip secured samples of axes of Portuguese origin in use in this country, and on his next visit submitted copies of the Portuguese type of axe. This was the beginning of a business which has grown to be the dominant factor in this particular branch of the trade. An illustration of an axe in demand is shown below.



SPADES AND SHOVELS AND DIGGING FORKS

The spades and shovels on sale are mostly British. A few Canadian shovels having special handles with horizontal grained grips strapped to the shaft are in use by a big public utility company, and certain construction organizations are looking with favour on them. They are too expensive, however, for general use. Birmingham shovels with one-piece split handle and socket blades supplied complete fill the greater part of the demand at prices much below Canadian or those of the American models. An expensive shovel is not wanted. The demand is from the building and contracting trades and for road work; for the latter there is also a considerable use of road picks without handles. The reason for the demand for the socket type is the general practice of replacing the handle by an ordinary pole in the case of breakage. With the socket type replacement is easy. For garden use a simple type of spade with a straight blade and no flange for the foot in digging—principally imported from Germany—and a socket for the handle of domestic make, is employed. The blades retail at about one dollar. There are a few digging forks sold, mostly of British make; these, like the English shovel, are supplied with the one-piece handle and retail at around two dollars.

SCYTHES, SICKLES, AND RAKES

The scythe is in very general use, but the design is quite different from the Canadian type. The demand is filled chiefly by Germany and France. The various harvests of Brazil are largely cut with scythes, for which the handles—entirely different from those employed in Canada—are made locally. The usual scythe is about 65 cm. long and retails for about \$2.40. The handle costs around \$1.40. The majority of houses in the cities have a small garden at the back, and the grass, which is very coarse and grows in flat tufts, is cut with a scythe by Portuguese gardeners, who stick very conservatively to this instrument. The lawn mower is slowly advancing in favour for this purpose, especially for parks, but the sale in Rio per annum will not be over \$3,000. There is

a good demand for sickles with handles, principally from France and England. These are crude-looking implements, but the steel is good and they are cheap. There is a very small demand for rakes; a cheap article is required. A few are made locally; but the importation is chiefly from Germany and the United States. One important manufacturers' agent does only about \$1,000 business per year in Rio in this article.

CANE KNIVES AND MACHETES

A machete of American make is well established here, and has the preference. This is made by the same firm which supplies most of the axes and specializes in such goods. English, German, and Brazilian products enjoy a good sale. Most of the business is in Northern Brazil. The domestic article is of very poor quality.

BILL HOOKS

There is a big market for bill hooks of the socket type. They are used for clearing paths in the *matto* or jungle, and are extremely effective for this purpose. The type used is illustrated below.



GRASS, GARDEN, AND PRUNING SHEARS

The majority of gardeners have grass shears as part of their tool kit, mostly of American, English, or German origin. A German article with a 26-cm. blade retails at about four dollars. Rose and garden pruning scissors are also usually carried by Portuguese gardeners, and are largely German; they are retailed at from two to three dollars in sizes of 20 to 24 cm. overall length. Long-handled pruning shears are made in Sao Paulo for use in coffee plantations, but elsewhere a hatchet is used for this purpose. Ordinary pruning shears are imported from the United States, Germany, and France; the first-named obtains about 50 per cent of the business.

DUTIES

Picks, pickaxes, mattocks; hammers for blacksmiths, masons and the like; shovels of all kinds with or without handles, and all common tools for masons, stonecutters, miners, and similar trades; spades, large and small; rakes, forks, weeding hooks and pronged hoes, scythes and sickles, and similar implements for cutting grass or cane, axes, hatchets, and mining drills, pay 1½ Canadian cents per pound approximately as worked out at present exchange of 12 cents to the milreis. The majority of other tools pay 11 cents per pound.

Wooden handles, with the exception of shovel handles, pay about 23 cents per pound duty. They are therefore made in Brazil, except in the case of small handles for hatchets, sickles, shears, etc., when the weight is small.

PRICES

An illustrated catalogue showing most of the tools mentioned in this report, in detail, together with retail prices, is on file at the Department of Trade and Commerce, Ottawa, and arrangements may be made to loan this for a limited period to any Canadian firm. Importers get about 10 per cent commission and retailers 30 per cent and up.

VALUE OF CERTAIN TRADE MARKS FOR HAND IMPLEMENTS

The sales value of trade marks once firmly established here is remarkable. The people buy by trade mark, particularly in the interior. The marks on goods having a wide sale amongst the masses of the interior are often in the form of animals taken from what is known as the *bicho*. This is an illegal lottery maintained *sub-rosa*, by which betting is carried on on the number coming up in the Government lotteries, but each group of numbers is represented by an animal or insect, *bicho* being the general term for any animal or insect. The animals are the bull, the elephant, the alligator, etc.—about twenty-five in all. All classes in Brazil bet almost daily on the *bicho*—the bets running up from one cent—and it is a general subject of conversation. The animals of the *bicho* therefore make excellent trade marks. A great part of the British cotton goods sold in the interior has pictures of these animals on the corner of each piece, and much of the buying is done on the basis of these pictures. The fact has been taken advantage of by sellers of hoes. For instance, a new American hoe of the Portuguese type is trade-marked *papagaio* (parrot), and has stamped on the steel a picture of this bird. The Chillington hoe has a picture of an alligator and is known as the *jacaré* brand. These marks, as has been stated, acquire an extraordinary value, and it is very difficult to introduce new goods against them.

METHODS OF SELLING IMPLEMENTS

Hand farm and garden tools are sold by the hardware firms which deal in carpenters' tools, and the remarks made in this connection in No. 1230 of this journal (August 27, 1927) apply also in this instance.

CANADIAN CATTLE IMPORT SITUATION IN SOUTH WALES

TRADE COMMISSIONER DOUGLAS S. COLE

Bristol, October 26, 1927.—Increase in Canadian cattle prices of from 20 to 50 per cent within the current year and the heavy exports of stores to the United States has had the effect of shutting out South Wales imports of Canadian cattle. It will be recalled that, as a result of certain development work, the South Wales and Monmouthshire Cattle Importers' Association Limited was formed at Cardiff in April, 1927, although plans were laid some time prior to the Bristol Trade Commissioner's tour of Canada which terminated in February, 1927. Two representatives of the South Wales cattle trade went to Canada to investigate the situation.

Later in the year the West of England and South Wales was visited by the Saskatchewan Live Stock Overseas Marketing Commission, whose chairman was Dr. W. W. Swanson, Professor of Economics at the University of Saskatchewan, and the secretary was Mr. W. Waldron, O.B.E., Commissioner of Co-operation and Markets, Department of Agriculture, Regina. At this period it was hoped that through the commission connections with the Western cattle pools that direct shipments of cattle would be made for South Wales auction and distribution. However, developments since that time have made it definitely impossible owing to heavy exports of cattle to the United States.

The real movement behind the formation of this South Wales association was to bring down the cost of living by direct trading, and it was hoped that, following the imports of cattle, other direct trading in Canadian products would follow. Included in the directorate were the Lord Mayor of Cardiff and Sir Thomas Jones, a director of the Piccadilly Hotel, London, and South Wales Divisional Food Commissioner during the general strike of 1926. It has been decided to terminate the activities of the above association until such time as the Canadian cattle situation is altered sufficiently to permit of exports of store cattle to the United Kingdom.

CANADIAN SWEET CREAM IN THE LONDON AREA

ACTING TRADE COMMISSIONER J. C. MACGILLIVRAY

London, October 24, 1927.—Although the great bulk of the sweet cream consumed in the London area is supplied from domestic sources, the supplementary imports from adjacent countries are not inconsiderable. In 1925—the last year for which statistics are available—these amounted to £489,514, with the Irish Free State supplying over 72 per cent of the total. Other countries contributing smaller quantities were Holland, Denmark, Norway, and France. With transportation facilitated by fast steamship services, the cream from most of these sources reaches the market with almost as much dispatch as the local product.

As is fairly well known, small shipments of Canadian cream have been made to London during the past two years, where they were taken up by a large firm of caterers. After having passed through the experimental stage, this trade is now on a fairly firm basis, and inquiries have been made as to whether or not it could be extended. This can be answered in the affirmative, but only to a very limited extent.

In the first place, it should be pointed out that there has never been, nor is there likely to be, any shortage of cream in the United Kingdom. Supplies pretty well balance demand and indeed there have been times when dealers have found it difficult to clear stocks. With the added impediment of higher freight rates and greater risk of souring while in transit, trade in Canadian cream cannot hope to reach large proportions. Another factor to be taken into consideration is that the English production of cream tends to increase. Agriculture, as far as it relates to grain-growing, is not in a good position in this country, and as a consequence many farmers are concentrating on dairy farming and on hog and sheep raising, with a consequent increase in the output of dairy products.

The Canadian sweet cream referred to above reached the London market in 8-gallon churns via direct steamer from Montreal. The ocean carriers quote a rate of \$1.20 per churn on these containers, while the return empties are assessable at a rate of 35s. per ton, with a minimum charge of 21s. It has been found that to ensure arrival in good condition, shipments must be kept at a constant temperature of 34 degrees Fahrenheit. If lower than that point, ice crystals tend to form, while if it goes above it, the safety line is passed. The cream which has been shipped under these conditions has arrived in perfect condition. There was no increase in acidity, and it was suitable for all the purposes for which it might have been used before it left Canada.

The use of cream in the United Kingdom is not as great as one might believe would be the case in a country with a large population and a high standard of living. No statistics of consumption are available, but it is evident that on a per capita basis cream is used to an infinitely smaller extent than in Canada, the United States, and several of the Continental countries. Ice cream is not the popular article of foodstuff which it is in some other countries. Both it and ordinary cream are regarded quite in the luxury class. For these reasons, it is unlikely that the demand for cream will increase.

As regards frozen cream, similar to that which is shipped from Canada to the United States, it is not known in the London market and consequently dealers are unable to determine to what extent it could be used. A number expressed interest in it, however, and would like to receive a small sample consignment for testing and trying out the market.

Depending on a number of causes, the price of cream shows considerable variations, from 9s. 6d. per gallon for Irish cream up to 15s. per gallon for home

cream. Prices are usually higher in the winter time, while in the summer, with both increased supplies and demand, prices are as a rule somewhat depressed.

An ordinance which is bound to have a considerable effect on the handling and consumption of cream in the United Kingdom is the regulation of the Ministry of Health which after January 1, 1928, prohibits the use of preservatives in cream. At present the bulk of the cream sold in the urban centres contains 0.04 per cent of boracic acid, by means of which it can be handled without the necessity of refrigeration. No one is prepared to prophesy what effect the removal of this will have on the industry, but it must be far-reaching and revolutionary.

Any Canadian exporters who are interested in the possibility of shipping cream to the United Kingdom are invited to communicate with the office of the Trade Commissioner in London.

WEST OF ENGLAND BACON AND HAM TRADE

TRADE COMMISSIONER DOUGLAS S. COLE

Bristol, October 25, 1927.—The entire trade in bacon and hams throughout the West of England and South Wales has been undergoing drastic changes during the past five years. The growth of Danish trade was an outstanding feature until a few years ago, and much of this trade was obtained at the expense of American and Canadian shipments. A more recent phase has been the extension of Russian, Esthonian, Latvian and Polish trade. The immediate feature has been the sales of Danish, Dutch and Swedish bacon practically at cost price and the heavy increase of sides from Poland and contiguous countries. The factor of exchange has been the important one in the case of Poland and if the present quotation of the Zloty is taken at 44 as compared with 25 to the gold sovereign at parity, it will indicate what an advantage exporters in that country have over those exporting countries whose exchange is normal and at par.

POLISH IMPORTS

A perusal of the statistics of bacon and hams imported into this area indicate what this growth has meant. During September and the early part of October offers have been considerably lessened owing to the fact that with the harvest season in progress farmers were unable to kill and dress their hogs, but it is understood from one Bristol importer who has recently visited that country that from now on until Christmas there should be heavy shipments which will have the effect of keeping prices down to a low standard until Christmas time.

It must be realized, however, that Poland has other markets for pork, in addition to that of Great Britain for bacon, as considerable quantities go to Austria for Continental consumers. It is estimated that prices may be as low as 70s. per cwt. landed in December because of heavy supplies, and considering present prices this is a most important factor in the situation.

Judging by the Bristol area, there must be considerable English capital in this Polish industry. One large wholesale firm not only control the output but have supplied the necessary funds to one Polish factory from whom they obtain all their supplies from that country. This is understood to be the case in at least one other instance. The standard of living in Poland is very low and whilst exchange has slipped, the cost of living has not increased to any great extent.

DANISH TRADE MARKING TIME

It is confirmed from at least three sources that it costs in the vicinity of 93s. to 97s. (\$22.62 to \$23.59, exchange at par) for first-grade Danish bacon

to be placed on the English market. Present prices have been and still are at this figure, which clearly shows that the Danes are not making money out of their English trade, which to them is vital. Bacon is to Denmark what grain is to Western Canada. It can therefore be appreciated what the increasing trade in Russian, Polish, Latvian, and Esthonian sides has meant to that country.

IMPORTS INTO BRISTOL OF BACON AND HAMS FROM PRINCIPAL COUNTRIES

From	Years ending December 31,						Nine Months to Sept. 30,	
	1913 Tons	1920 Tons	1921 Tons	1922 Tons	1923 Tons	1924 Tons	1925 Tons	1926 Tons
Total imports	5,906	19,996	10,082	8,862	11,564	8,035	6,352	4,790
Canadian ports	3,472	8,281	5,305	6,196	6,834	4,724	3,203	2,096
United States ports	2,179	11,505	4,438	2,535	4,713	3,210	2,583	1,575
Holland	255	210	339	131	17	101	517	936
Irish Free State . . . . .	...	...	...	...	...	...	43	124
								43

Continental bacon is distributed through London and therefore no figures are obtainable for this important trade. The Dutch figures represent tramp steamer imports.

1927 PRICE REVIEW

The end of last year closed with Danish sides reduced from 12s. to 13s. (\$2.92 to \$3.16) per cwt., and other descriptions of Continental on nearly the same basis. American and Canadian meats were more or less neglected. Prices at the end of the month became so ruinous that they were fully 35s. to 40s. (\$8.51 to \$9.73) below those current at the same time in 1926 for Continental sides.

Following is a table showing prices at the beginning of the year, in June, and October. These are given in detail in order to show price changes which have taken place during the present year.

Bacon and Hams: Price comparison per cwt. (112 pounds), 1927

Cuts	Weights	January 1		June 1		October 14	
		Shillings		Shillings		Shillings	
English singed sides. . . .	50/70	122 to 127	(\$29.68-\$30.90)	108 to 112	(\$26.27-\$27.25)	102 to 106	(\$24.81-\$25.79)
Irish singed sides.	50/70	121 to 125	(\$29.44-\$30.41)	100 to 102	(\$24.33-\$24.81)	96 to 99	(\$23.35-\$24.08)
Danish singed sides.	50/70	91 to 95	(\$22.13-\$23.11)	91 to 93	(\$22.13-\$22.62)	94 to 97	(\$22.86-\$23.59)
Swedish singed sides	50/70	88 to 91	(\$21.40-\$22.13)	84 to 85	(\$20.43-\$20.67)	93 to 95	(\$22.62-\$23.11)
Dutch singed sides.	50/70	88 to 90	(\$21.40-\$21.89)	84 to 86	(\$20.43-\$20.92)	87 to 89	(\$21.16-\$21.65)
Canadian singed sides	50/65	84 to 88	(\$20.43-\$21.40)	82 to 86	(\$19.94-\$20.92)	Nominal	
American singed sides	55/60	90 to 92	(\$21.89-\$22.38)	80 to 82	(\$19.46-\$19.94)	.....
Short cut hams.	12/14	108 to 110	(\$26.27-\$26.76)	96 to 98	(\$23.35-\$23.84)	93 to 96	(\$22.62-\$23.35)
Long cut hams.	12/14	110 to 112	(\$22.76-\$27.25)	102 to 104	(\$24.81-\$25.30)	98 to 102	(\$23.84-\$24.81)
Picnics.	4/6	80 to 83	(\$19.46-\$20.19)	74 to 76	(\$18.00-\$18.49)	68 to 70	(\$16.54-\$17.03)
Esthonian—							
Lean		74 to 76	(\$18.00-\$18.49)	76 to 78	(\$18.49-\$18.98)	86 to 88	(\$20.92-\$23.84)
Prime		72 to 73	(\$17.52-\$17.76)	70 to 74	(\$17.03-\$18.00)	84 to ..	(\$20.43-)
Latvian—							
Lean		68 to 74	(\$16.54-\$18.00)	76 to 78	(\$18.49-\$18.98)	No sales	
Prime		66 to 70	(\$16.06-\$17.03)	72 to 76	(\$17.52-\$18.49)	No sales	
Polish—							
Lean		70 to 78	(\$17.03-\$17.76)	75 to 80	(\$18.25-\$19.46)	84 to ..	(\$20.43-)
Prime		70 to 73	(\$17.03-\$17.76)	74 to 76	(\$18.00-\$18.49)		
Russian—							
Lean		60 to 68	(\$15.08-\$16.54)	70 to 74	(\$17.03-\$18.00)	82 to 84	(\$19.94-\$20.43)
Prime		60 to 60	(\$14.60-)	68 to 72	(\$16.54-\$17.52)	80 to 82	(\$19.46-\$19.94)

The month of February was conspicuous by Continental exporters losing heavily on consignment and a determined effort was made to lift spot prices.

The demand for Danish improved during April, and the month closed with long sides of all descriptions being rapidly cleared. Danish killings were, however, at that period over 90,000 pigs which meant increased supplies. All

American and Canadian trade was dragging badly, and American hams were being held for more money. Prices at the end of June are given in the foregoing table.

From this it will be seen that English sides had decreased about 14s. (\$3.40) per cwt., and Irish at least 20s. (\$4.86). Danish, Swedish and Dutch were only moderately affected, whilst in the case of Canadian and American prices were about the same, trade being very light.

July and August were conspicuous by a rapid improvement in the market. In so far as the West of England is concerned, it is largely owing to an increased seaside trade and is purely seasonal. Good trade continued into the middle of September, but the end of the month saw larger supplies of Continental sides which could not easily be cleared and prices have somewhat fallen. Prices for the middle of October were as indicated in the foregoing table. It will be noted, however, that the market has been steadily down, and that another 15s. (\$3.65) per cwt. has dropped from English and Irish supplies. Danish supplies are about the same, whilst Dutch sides have increased during the second week of October.

ONE CHANGED PHASE OF TRADE

It is interesting to note that Continental supplies are shipped as sides, and the average grocer, instead of buying separate hams, buys the entire side and then uses the gammon instead of hams. This has had a definite effect upon the trade in Canadian and American hams and explains the changing situation.

On the other hand, wholesale houses cut their sides and sell as backs, gammon, streaks and fore-end. The results are very fluctuating prices, for one house may do very well with the backs and streaks and can afford to liquidate the remainder at a lower corresponding price. Other wholesalers may have backs left and sell at a price for quick clearance.

CANADIAN TRADE SMALL

The table of Bristol imports shows that whilst Canada maintains its position as principal direct shipper to the port, the trade is decreasing.

The "borax" regulations have definitely affected the provincial Canadian and American bacon trade. Whilst the multiple shops and metropolitan trade can handle the Canadian business, the effect of the new regulations has been more noticeable in the smaller provincial areas where a grocer, with no refrigeration of any kind on his premises, may handle only about five sides a week.

PROPOSED MARKING OF TIRES AND TUBES IMPORTED INTO THE UNITED KINGDOM

ACTING TRADE COMMISSIONER J. C. MACGILLIVRAY

London, October 24, 1927.—The Standing Committee appointed by the Board of Trade under the Merchandise Marks Act of 1926 has recommended that there is a case for the making of an order in council requiring imported motor, motor cycle, and cycle tires and tubes, and solid and semi-solid tires, to bear an indication of origin. This recommendation will be submitted in draft form to Parliament at the forthcoming session, and if it is approved, an order in council will be issued making it law from the date laid down in the order.

As considerable quantities of rubber tires and tubes are exported from Canada to the United Kingdom, a summary of what it is proposed to require of these would seem opportune.

It is recommended that automobile covers and tubes, motor cycle covers and tubes, cycle covers and tubes, and solid and semi-solid tires, should be

required to bear an indication of origin at the time of importation and at the time of sale and exposure for sale in the United Kingdom, not only on the goods themselves, but also on the wrapper, carton or container, in which they may be imported, sold, or exposed for sale. It is also considered that exposure for sale should include exposure for sale wholesale by a person being a wholesale dealer. As regards the method of marking, the recommendations are as follows:

(a) *Motor Covers, Motor Cycle Covers and Cycle Covers, Solid and Semi-solid Tires.*—The indication of origin to be moulded in a conspicuous position on the wall of the cover or tire, in such a manner as to be visible when the tire is assembled into the motor car, motor cycle, cycle, or other vehicle, and also to be printed or indelibly stamped in a conspicuous position on the wrapper, carton, or other container in which the cover or tire may be imported, sold or exposed for sale.

(b) *Motor Tubes, Motor Cycle Tubes, and Cycle Tubes.*—The indication of origin to be printed or indelibly stamped in a conspicuous position on the tube and on the carton, wrapper, or other container in which the tube is imported, sold or exposed for sale.

It is also recommended that the indication of origin must be given not only when the tire cover or tube is imported or sold or exposed for sale separately, but also when assembled into a motor car or other vehicle, motor cycle or cycle. Beyond stating that the indication of origin must be conspicuous and easily legible, no stipulation is made as to the size of the lettering which will be required.

It is further stated that the order in council should specifically exclude from its operation toy and perambulator tires. For convenience of administration, it is suggested that toy and perambulator tires be defined as "solid rubber tires or tiring, generally known as perambulator tiring, of a diameter not exceeding one and a quarter inches, whether imported, sold or exposed for sale as tires, in coils, or fitted to a perambulator or other article."

The final recommendation is that the order in council should come into force six months after the date of the order.

AUSTRALIAN FINANCIAL AND COMMERCIAL CONDITIONS

TRADE COMMISSIONER D. H. ROSS

Melbourne, October 5, 1927.—The recent long overdue and generous rainfall which covered wide areas throughout the Commonwealth has brought some compensation for the dull trading experienced during the third quarter of the year. Both stock exchange and commercial houses shared in the depression which the improved climatic conditions are hoped to alleviate.

Mining is at a low ebb on account of the drop in the price of metals, and several of the largest Australian mines—gold and silver lead—are closing down as being unprofitable because of higher costs of production and lower realization in market values. Australian investments in tin areas—in the Commonwealth and in the Straits Settlements and adjacent countries—represent huge figures, and generally the substantial dividends in recent years made such speculation attractive. The tin industry has also had a set-back by a fall in values of about £30 per ton. The inevitable corollary has been reduced dividends all round. Appeals for a bonus on gold production have not been encouraged by the Commonwealth Government on obvious grounds.

The value of Australian imports for August is given at £14,921,603 (including bullion and specie, £34,755); that of exports at £8,498,388 (including bullion and specie, £2,101,161). In merchandise the August imports were £14,886,848, and the exports of merchandise totalled £6,397,227. For the first two months—July and August—of the fiscal year the imports of merchandise amounted to £28,157,687 as compared with £27,981,031 for the same period of

last year, while the exports were £15,108,138 as compared with £11,494,976 for last year. These figures indicate that the adverse trading balance is being maintained.

In recent months many new industrial companies, some of considerable magnitude have been registered in Australia, and domestic manufactures of diversified character are now competing with imported goods. In some of the industries—notably in boots and shoes—the competition has been so intensified that a number of manufacturers have retired from business, whilst others have opened retail stores to obtain an outlet for their production.

Until recent rains farmers who had placed forward delivery orders for agricultural implements and machinery—both of domestic and oversea manufacture—were submitting cancellations upon an unprecedented basis, but improved crop prospects will probably cause the bulk of these orders to be replaced.

Several amalgamations of leading Australian wholesale dry goods warehouses are being accomplished, while others—having accumulated substantial wealth—are retiring from business. In Sydney it is announced that two of the oldest established and largest wholesale hardware houses are negotiating a merger in order to reduce overhead expenditure and to effect economies in other directions. As in other countries, the tendency for consolidation of competing trading companies into a stronger and more effective trading unit is becoming a marked feature in Australian commercial life.

Representatives of some well-established lines of Canadian goods and products report a fair volume of orders being obtained. Wholesale importers and distributors interviewed during the last week advise a much improved country trade, and an encouraging outlook for at least a normal turnover during the coming summer months.

AUSTRALIAN WHEAT AND FLOUR

Wheat.—Since last advices, on September 7, prices ruling on Australian wheat in the principal exporting centres have remained very firm, but despite that the rates were (and remain at this date) above world parity, some export business was done. The absence of rain, and the consequent uncertainty of crop prospects in some of the states, tended to harden prices. With the exception of Western Australia, the dry conditions in the other states caused the outlook for even a moderate crop to be discouraging. In the last days of September and the first days of October good rains were experienced in Victoria and New South Wales, while to a lesser extent the wheat areas in South Australia also benefited. These rains were badly needed, and farmers—after an extremely depressing outlook—are now jubilant, and, provided there is even a moderate downpour within the next three weeks, the prospects are distinctly favourable for a normal harvest, although anything approaching record figures is not anticipated. Notwithstanding the improved climatic conditions, there has been very little easing in prices of wheat, as holders are still reluctant to part with their supplies, so much so that it would appear that the quantities held are limited. As this mail closes the indications are that there will be very little change in values until the new season's crop is available in December next, or at least until the success of the coming harvest is assured.

To-day's prices, on the basis of a bushel of 60 pounds f.o.b. steamer, are as follows:—

Victoria (f.o.b. Melbourne) wheat	6s. 1½d. (\$1 49)
South Australia (f.o.b. Adelaide) wheat	5s. 11 d. (\$1 44)

From December, 1926, until the end of September, it is estimated that the total exports of Australian wheat amounted to 82,560,032 bushels, while the exports of flour aggregated 431,134 tons.

Flour.—Practically no change has taken place during the month in the Australian flour market, beyond that export prices have firmed slightly. Competing overseas millers with cheaper wheat available have thus the trading advantage. In the moderate export of flour in September the outstanding feature was a shipment to Egypt, while comparatively small shipments were made to South Africa, Mauritius, Java, Sumatra, and British Malaya. Little change in the position is looked for during the next month or two.

To-day's quotations for standard quality flour, per ton of 2,000 pounds, f.o.b. steamer main Australian ports are:—

Packed in sacks of 140 to 150 pounds gross	£12	2s. 6d.	(\$59 00)
Packed in bags of 98 to 101 pounds gross	£12	10s. 0d.	(\$60 83)
Packed in calico bags of 49 pounds gross	£13	0s. 0d.	(\$63 27)

Freight Rates.—Since advised on September 7 there has been no change of importance in the freight rates ruling on shipments of wheat and flour to the United Kingdom, the Continent, Egypt, or South Africa so far as the conference steamers are concerned. To-day's quotations are 32s. 6d. (\$7.91) per ton on wheat and 35s. (\$8.52) on flour to the United Kingdom and South Africa, while the rates to Egypt are about 2s. 6d. (61 cents) in each case per ton higher. Parcels or part cargoes are frequently quoted slightly lower rates by tramp and other steamers to complete a loading.

INCREASED AUSTRALIAN CUSTOMS DUTIES ON CHASSIS

TRADE COMMISSIONER D. H. ROSS

Melbourne, October 5, 1927.—In *Commercial Intelligence Journal* No. 1236 (October 8, 1927) appeared a cablegram from this office indicating that on September 29 increased duties had been imposed by the Commonwealth Customs, under the Intermediate and General tariff schedules, upon motor chassis, while the duties upon chassis manufactured in the United Kingdom remained unchanged.

The Minister for Trade and Customs, when introducing the measure in Parliament, indicated that the duties on petrol and chassis were for the express purpose of providing funds for grants to the extent of £2,000,000 per year made by the Commonwealth Government to State Governments towards the improvement of roads. It was estimated that these duties would aggregate £1,500,000 per annum and would be obtained from road users through the tariff.

Canadian chassis are dutiable in Australia under the Intermediate rates. The following schedule indicates the duties ruling on October 1, 1925, the date the Canadian-Australian trade agreement came into operation, the alteration made in July, 1926, and the increased rates effective on September 29, 1927:—

UNASSEMBLED CHASSIS			
Tariff Item 359 (4) (a)			
	British Preferential Per Cent	Intermediate Per Cent	General Per Cent
At time of agreement	5	7½	10
July 9, 1926	Free	7½	12½
September 29, 1927	Free	12½	17½

ASSEMBLED CHASSIS			
Tariff Item 359 (4) (b)			
	British Preferential Per Cent	Intermediate Per Cent	General Per Cent
At time of agreement	7½	10	12½
July 9, 1926	5	12½	17½
September 29, 1927	5	20	25

Under Section 154 (a) of the Commonwealth Customs Act, 10 per cent is added to the invoice values of all importations before the tariff rates are computed thereon, hence the net customs duties on chassis are higher than expressed in the tariff, and the net duties now in operation work out as follows:—

Net Duties	British Preferential Per Cent	Intermediate Per Cent	General Per Cent
Unassembled chassis	Free	13½	19½
Assembled chassis	5½	22	27½

IMPORTATION OF MOTOR CHASSIS AND BODIES

From a schedule made available by the Commonwealth Statistician (subject to minor alteration, but considered substantially correct) the 1926-27 importations of chassis and bodies for motor cars are shown as follows:—

	Number	Value
Motor bodies	12,748	£1,412,910
Chassis, unassembled	91,018	8,445,385
Chassis, assembled	27,925	3,846,437
	131,691	£13,704,732

The following supplementary tables disclose the sources of supply of assembled and unassembled chassis:—

Chassis Assembled

	Number	Value
United States	23,710	£3,147,563
Great Britain	1,452	338,227
Canada	439	37,456
Italy	1,291	168,908
France	870	122,554

Chassis Unassembled

	Number	Value
United States	52,226	£4,446,655
Great Britain	21,204	2,862,846
Canada	16,118	970,900
Italy	518	56,573
France	936	106,594

Importations of chassis into the States during 1926-27 were as follows:—

	Chassis Assembled		Chassis Unassembled	
	No.	Value	No.	Value
New South Wales	9,624	£1,383,582	31,814	£3,034,337
Victoria	7,980	1,101,277	25,683	2,384,413
Queensland	3,927	542,992	15,278	1,308,331
South Australia	4,097	520,061	11,665	1,130,371
Western Australia	1,997	252,327	5,696	500,940
Tasmania	300	46,198	882	86,993

EFFECT OF INCREASED DUTIES ON CHASSIS

It is at once apparent that British manufacturers have a substantial preference over both Canadian and United States manufacturers of chassis, and the representatives of the British companies are jubilant at the increased duties, under which they anticipate a much larger turnover.

Calculations made by some dealers are that the increased duties on Canadian and United States chassis will represent about £3 to £4 on each chassis for a small car, and £15 to £18 on some of the larger cars, while in the case of motor trucks the increased landed cost will be between £20 and £25 a chassis; but these figures are only approximate estimates.

Importers are hopeful that manufacturers, particularly the larger organizations, will endeavour to reduce their selling rates so that Australian distributors will obviate the necessity of adding increased duties to sales prices.

VICTORIAN GOVERNMENT'S ELECTRICAL SCHEME

C. HARTLETT, OFFICE OF THE TRADE COMMISSIONER

Melbourne, October 3, 1927.—In sequence to the numerous reports from this office which have appeared in previous numbers of the *Commercial Intelligence Journal*, relative to the large quantities of electrical equipment required by the Victorian Government in its scheme for utilizing the brown coal deposits at Morwell for electrical power, Canadian manufacturers are now advised that further tenders are being invited for the manufacture, testing, supply and delivery in every way complete and maintenance of 6,600 volt automatic induction voltage regulators.

Particulars of the requirements are briefly outlined thus:—

SPECIFICATION NO. 28/2

Manufacture, testing, supply and delivery in every way complete, and the maintenance at the site of 50 cycle, oil-insulated, self-cooled, outdoor type, automatic voltage regulators, complete with operating and regulating mechanism, accessories and spares, or alternatives of suitable capacity or type.

DATE OF CLOSING OF TENDERS

Tenders—on the prescribed form—should be addressed as first-class mail matter to the Secretary of the State Electricity Commission of Victoria, 22-32 William Street, Melbourne, Australia, in time to reach their destination on or before January 23, 1928.

CHARGES FOR SPECIFICATIONS

The specifications covering the requirements, and appended contract forms, may be inspected at, and copies obtained from, the Department of Trade and Commerce, Ottawa (refer to file No. 26502).

The Electricity Commission makes a charge of £1 1s. (\$5.11) for the first three copies of the specification, and for each additional copy a charge of 10s. 6d. (\$2.56). The first fee is returnable upon receipt of a bona fide tender, but that for extra copies is not.

DEPOSITS ON TENDERS PAYABLE IN CANADA

As in the case of previous specifications, to facilitate the interests of Canadian tenderers, the Electricity Commission has arranged with the Department of Trade and Commerce, Ottawa, that the amount of the preliminary deposit required to be deposited with each tender can be made in Canada. The deposits are to be paid to the Accountant of the Department of Trade and Commerce, Ottawa, and his official receipt only need be forwarded with the tender to Melbourne. The sum required to be so deposited in this instance is £5 (\$24.33).

The elimination of the more circuitous method of deposits being sent to Australia, and possibly being returned to Canada, makes the payment in Canada a convenience alike to the Commission and the tenderers.

TRADE OF SOUTHERN RHODESIA

Trade figures for Southern Rhodesia for the first five months of the present year show a steady and progressive increase. The growth of trade can best be shown by comparing the first five months of 1927 with the first five months of 1926. Exclusive of specie and Government stores, exports this year show an increase of £119,564, derived chiefly from the export of cattle for slaughter purposes. The latter was nearly three times greater this year than it was during the corresponding period of the preceding year, while animal, agricultural, and vegetable products were nearly 200 per cent greater.

IMPORT TRADE OF WESTERN SAMOA, 1926

ACTING TRADE COMMISSIONER PAUL SYKES

Auckland, October 10, 1927.—Recently received statistics of the trade, commerce and shipping of the Western Samoan Territory make possible a comparatively detailed statement of the composition of the import trade of these islands. Returns of imports are of those received at the port of Apia, which serves as the distributing centre of the territory. The following data, summarizing the situation, may be prefixed by the statement that shipping returns for 1926 show 84 vessels of a gross tonnage of 93,441 entered inwards, and 83 departures of vessels aggregating 90,045 tons. The 1926 revenue from import duties, it may be added, amounted to £45,592.

The value of the combined import and export trade of the Territory of Western Samoa in the calendar year 1926 was £645,723. This figure constitutes at the same time an approximate average of the total trade of the five preceding years, although during 1919 and 1920 post-war price fluctuations had resulted in considerably higher values. During the years 1922-25 the value of exports had exceeded that of imports in each case, but during 1926 this situation was reversed and the value of imports (£324,940) exceeded that of exports (£320,783) by £4,157. (Since 1910, export values have been in excess of import values in ten of the seventeen years, the average annual excess amounting to some £4,500.)

Of the total value of 1926 imports of £324,940, the largest item shown for any one country was £92,159, the value of goods imported from New Zealand. Those from Australia made up £87,850, those from the United States £66,273, and those from the United Kingdom £50,368, the values from these four countries thus making up £296,650 or over 91 per cent of the total. Imports from Fiji during the same year were valued at £8,646 and those from Canada at £8,071, while those from any one other country were of values less than £3,500, and exclusive of imports from Germany and Hong Kong of £3,007 and £2,952, and from India of £2,591, were in all instances valued at less than £1,000.

Complete returns of imports are grouped under 95 individual items. Of outstanding importance, from the point of view of quantity, are those of drapery, apparel and textiles, and meat in tins. The former of these, under which is included a wide range of manufactured and piece goods, made up £48,870 or slightly over 15 per cent of the total, while the latter accounted for £28,750, almost 9 per cent of the whole. Imports of motor cars, parts and tires, unmilled rice, bags and sacks, gasoline, sugar, flour, and timber each amounted in value to over £10,000, while a large number of items showed import values averaging from 1 to 3 per cent of the total. The following table sets out in some detail the more important items as given in the 1926 returns, arranged in order of importance and showing the one or more main sources from which the commodities have originated:—

Drapery, apparel and textiles	£48,870	Flour	£12,522
United Kingdom	23,136	Australia	12,281
Australia	8,917	Timber	10,552
New Zealand	7,971	United States	5,786
United States	6,227	Australia	2,967
Meat in tins	28,750	New Zealand	1,755
New Zealand	28,435	Hardware	7,760
Motor cars, parts and tires . .	16,007	New Zealand	3,111
United States	9,189	United Kingdom	1,461
Canada	4,187	Australia	1,416
United Kingdom	1,291	Biscuits	7,241
Rice, unmilled	14,371	Fiji	5,746
Australia	11,718	Australia	1,320
India	1,089	Fish, preserved	6,918
Bags and sacks	13,950	Canada	3,636
Australia	11,976	United States	2,097
Gasoline	13,346	Soap	5,223
United States	13,324	Australia	4,126
Sugar	12,653	New Zealand	1,036
New Zealand	8,533		
Australia	4,118		

New Zealand, as the country of origin of the largest proportion of Western Samoan imports, furnished practically the whole of the imports of tinned meats, some two-thirds of those of sugar, and large amounts of those of drapery, hardware, and many commodities imported in smaller quantities. A considerable number of the commodities other than staple articles, in fact, are annually brought in from New Zealand alone. Imports of Australian origin appear largely among those of the leading articles purchased from abroad and are of interest in the case of flour, bags and sacks, unmilled rice, drapery, soap and sugar. Imports of drapery comprise almost 50 per cent of the total goods of United Kingdom origin, the remainder being made up principally by those of iron and steel goods, motor cars, and fancy goods. The United States supplied practically the whole demand for gasoline and kerosene and also considerable quantities of drapery and textiles, motor cars and timber.

IMPORTS FROM CANADA, 1926

Exports from Canada to Western Samoa during the year in question were valued at £8,071; of this figure £4,187 represents shipments of motor cars, parts and tires, and £3,636 those of preserved fish. The trade, while a small one and constituting an insignificant percentage of the Dominion's annual export business, is still of interest, and points to possible development, particularly in the way of timber, hardware, iron pipes, tubes, bolts and nuts, boots and shoes, electrical machinery, and paper products.

JAMAICAN MARKET FOR METAL PIPES, VALVES, AND FITTINGS

F. L. CASSERLY, OFFICE OF TRADE COMMISSIONER

Kingston, October 27, 1927.—Very little brass pipe is seen in Jamaica, but a considerable quantity of iron pipe and accessories is imported each year, and the demand is fairly constant. These goods are not shown separately in the customs statistics; but it might be mentioned that in the calendar year 1926, the latest available period of record, imports of unenumerated iron manufactures, which would include iron pipe, amounted to about £15,000. Most of this trade is done in galvanized wrought iron pipe from $\frac{1}{2}$ -inch (inside diameter) upwards, for conveying water and, in a much less degree, gas. Black (i.e. not galvanized) iron pipe is also on the market, but is not so popular owing to its liability to rust. The following are the present retail prices (per foot) of the principal sizes in demand:

Inside Diameter	Galvanized	Black	Inside Diameter	Galvanized	Black
$\frac{1}{2}$ "	0s. 4d.	0s. 3½d.	2"	1s. 4d.	1s. 0d.
$\frac{3}{4}$ "	0s. 5d.	0s. 4d.	3" . . . . .	....	2s. 3d.
1"	0s. 6d.	0s. 5d.	3½"	3s. 6d.	....
1½"	0s. 10½d.	0s. 9d.			

Great Britain and Canada are the principal sources of supply; the United States is not prominent in the business. English and Scottish pipe of both kinds comes in 10- and 12-foot lengths; Canadian in random lengths of from 2 to 20 feet. Uniformity is as a rule preferred by the trade since it facilitates carriage; but on the other hand a builder or plumber may sometimes ask for a shorter length than 10 or 12 feet in order to save waste occasioned by cutting. The principal importers are the Kingston and St. Andrew Corporation (which controls the municipal area of the capital); the various rural municipal authorities, known as parochial boards; and the three large hardware firms in Kingston (lately amalgamated through purchase by a British syndicate); but there are also a few other individual buyers, especially in the rural

districts. Quotations by overseas suppliers are as a rule based on "English list prices" which are fixed, varying discounts being allowed. At the moment of writing, these discounts are in the neighbourhood of 60 per cent galvanized and 70 per cent for black. Canadian quotations are at times not so favourable as English or Scottish; generally, the net price to the Jamaican merchant on Canadian random lengths is about the same as on English uniform lengths. It can be stated that to obtain uniform lengths from Canada would at the present time involve a sacrifice of $2\frac{1}{2}$ per cent in discount.

The public bodies mentioned above sometimes buy direct from manufacturers abroad, but often their orders are placed through the Crown agents for the Colonies *via* the Jamaica Government. Municipal authorities do not sell pipe for laying in premises; their sole concern is to deliver water just within the boundary, and it is for the householder to make what extensions he pleases.

WATER MAINS

These are not stocked by the hardware firms, but are imported direct, as required, by the various public authorities. In the past three or four years the Kingston and St. Andrew Corporation has purchased about fifteen miles of mains, varying from 4 to 8 inches in diameter, largely from Great Britain, but some of it from Canada. Lately, however, Continental Europe has been prominent as a supplier, for it is possible to buy there more cheaply than either in England or in Canada, and the quality is said to be quite satisfactory. It should be noted here that during the past few years Kingston and its suburbs have been extensively developed. Many old "pens," containing anything from 25 to 100 acres, situated in the cooler districts a few miles from the city proper, have been subdivided into building lots, and hundreds of new houses have been erected. In consequence the demand for water has increased, and as the building boom shows no sign of halting, the prospects of business in pipes and accessories are distinctly good.

The water mains in use are made of iron cast in green sand, of the "bell-and-spigot" type. This designation refers to the joint, which is made by "belling" out or expanding one end of the tube so as to permit it to slip over the plain or "spigot" end of another tube, with enough space left between the two for the lead which is to make the joint. They come in lengths of 9 and 12 feet, and diameters required range from 3 inches to 18 inches. The bulk of the demand is for the smaller diameters. Present prices are about £10 2s. per English ton c.i.f. Jamaica. The De Lavaud cast-iron mains, manufactured in Canada and in England by a patent centrifugal process which makes them lighter and stronger and avoids "blow holes" (i.e. flaws caused by air) in casting, cost about 10 per cent more than the ordinary kind, and on that account have been little if at all used in Jamaica.

FITTINGS

The chief items under this head are bends, elbows, T-pieces and cocks, which are imported by the hardware stores and municipal authorities. With the exception of cocks, which usually are made of brass and are retailed ($\frac{1}{2}$ -inch size) at 3s. each—for the "hose-bib" variety, i.e. with a thread for screwing a hose on, in almost universal use—these accessories, as seen in Jamaica, are generally made of galvanized iron, although some of malleable and cast-iron, brass and bronze are occasionally met with. The following are the retail prices:—

Dimension	Bends	Elbows	T-Pieces
$\frac{1}{2}$ "	0s. 7d.	0s. 4 $\frac{1}{2}$ d.	0s. 5d.
1"	1s. 2d.	0s. 9d.	0s. 10d.
2"	3s. 9d.	2s. 0d.	2s. 3d.

VALVES

The demand for these is not great. They are used on steam and water pipes; in the latter case almost the only users are the various water authorities in the island. The sugar factories and rum distilleries are the principal customers under the former head. A popular make of valve for water pipes is the "Gate" variety, which retails at 15s. in the 1-inch size. The "Globe" of the same size sells at 14s. A famous Canadian firm's products are on the Jamaican market. The valves seen are in most cases made of brass, and some have copper "bushings." England, Canada and the United States are the chief sources of supply. Gas is available only in certain parts of Kingston, and the consumption (for cooking and lighting) is relatively small. No valves are needed for gas pipes.

PLUMBING REQUISITES

Most of the plumbing requisites (as far as metal is concerned) are dealt with above under "Fittings;" the local plumbing trade has no special requirements in these lines. Plumbers are the principal customers of the hardware stores for short lengths of galvanized iron pipe, particularly of the $\frac{1}{2}$ -inch size, which is the standard for most households. Of late years more and more Jamaican homes have been installing conveniences such as wash-basins, and this has led to an increased demand for 1- $\frac{1}{2}$ - and 2-inch pipe for carrying off waste water. This the plumbers also buy in short lengths.

COMMERCIAL CONDITIONS IN TRINIDAD

ACTING TRADE COMMISSIONER R. T. YOUNG

Port of Spain, October 20, 1927.—During the month of September flour showed a continued weakness due to conditions abroad which are reflected locally, and consequently there has been no improvement in prices. Latest quotations were: bakers, per bag, 196 pounds, \$8 to \$8.25; extra, \$7 to \$7.25; superfine, \$6.50 to \$6.75; stocks heavy.

Pickled beef and pork stocks are being gradually reduced, and at an early date there should be a demand for these commodities. Ruling prices for September were: family beef, per barrel, \$23 to \$25, with stocks light; pork, per barrel (200 pounds), \$29 to \$31, stocks bare.

Quotations for French butter have been very firm, and some buying has been done for forward shipment in anticipation of still further increases. Canadian butter has also been entering the market in fair quantities. Buyers' requirements in most cases are now provided for until the 1928 season. French butter is quoted at \$32 to \$34 per case; stocks large.

Stocks of fish stuffs are ample for the present, but with offerings from Halifax very limited the time is opportune for consignments of cod of any size, also haddock and moderate quantities of pollack. The market is not heavily stocked with herrings and bloaters, and consignments are recommended. Prices quoted range from \$34 to \$38 for Canadian cod; Newfoundland, \$29 to \$34; pollack, \$24 to \$25, depending on size of drums.

Lumber prices remain unchanged, ranging from \$70 to \$80 per M feet for Nova Scotia white pine; \$70 to \$75 for spruce; \$80 to \$85 for pitch pine, assorted sizes. Continued wet weather has restricted building operations.

The sugar cane cultivation looks promising, and prospects for the coming crop are encouraging. A few shipments of sugar were made during September to the United Kingdom and Canada, and practically all now remaining here is in

the hands of dealers and required for local consumption. The British Molasses Company bought up the bulk of last season's output of molasses, but there is still some vacuum pan quality available for sale.

The cocoa market underwent little change during the past month, business being practically at a standstill. Exports totalled only 6,169 bags, of which 1,972 bags went to the United States and 1,175 bags to Canada. For the crop year ended September 30, shipments amounted to 236,179 bags, as compared with 242,757 bags for the preceding year. It is interesting to note that while the United States took 50,000 bags less than last year, this deficiency was compensated for by a practically equivalent increase in shipments to Europe.

Demand from the principal consuming centres remains very disappointing, but signs are not wanting that an improvement in this respect may be looked for in the near future. Nominal value of estates cocoa on the spot may be given at \$15.25 per fanega and \$15 for ordinary. As regards the coming crop, whilst pickings in a small way may commence in one or two districts during the course of the present month, it is not expected that any appreciable quantities will be forthcoming until the beginning of next year.

Copra has advanced to \$4.85 per 100 pounds in sympathy with stronger foreign advices, while cocoanuts as usual at this time of the year are commanding more attention, and shipments are going forward by every opportunity to both the United Kingdom and the United States.

The weather was more settled during last month, and spells of sunshine experienced have benefited all growing crops.

GOLD COAST TRADE EXPANSION

The Gold Coast Government Commercial Intelligence Bureau in London reports that the customs receipts of the Gold Coast Colony in September amounted to £232,027, an increase of £93,804 over those for September, 1926. Total receipts from April 1 to September 30 were £1,160,291, or £365,040 more than for the corresponding period of last year.

Imports into the colony during the month of September totalled £1,058,852 as compared with only £607,785 in September, 1926, the increase thus being £451,067. For the nine months January-September the value was £7,452,093, as against £5,478,991 in the corresponding period of 1926, showing an increase of £1,973,102.

Exports from the colony in September were valued at £813,028 as compared with £384,291 in the same month of last year, or an advance of £428,737. The total value for January-September, 1927, was £9,599,174, as against £7,044,009 in the first nine months of 1926, or a rise of £2,555,165.

BRITISH TRADE COMMISSIONERS IN CANADA

Canadian importers and others desirous of obtaining information regarding the export trade of the United Kingdom and British manufacturers desirous of representation in Canada are invited to communicate with the under-mentioned:—

The Senior British Trade Commissioner in Canada and Newfoundland, 285 Beaver Hall Hill, Montreal, Que. Telegraphic address: "Britcom."

The British Trade Commissioner (for Ontario), 901-902 Bank of Hamilton Building, Toronto, Ont. Telegraphic address: "Toroncom."

The British Trade Commissioner (for Western Canada), 18 Commerce Building, Vancouver. Telegraphic address: "Vancom."

The Officer-in-Charge (for Manitoba and Saskatchewan), British Trade Commissioner's Office, 703 Union Bank Building, Winnipeg. Telegraphic address: "Wincom."

TARIFF PREFERENCES OF THE BRITISH EMPIRE

WILLIAM GILCHRIST, CHIEF, FOREIGN TARIFFS DIVISION

I. Great Britain and Northern Ireland; Irish Free State

GREAT BRITAIN AND NORTHERN IRELAND

Great Britain levies import duty on a comparatively small number of articles. Many commodities therefore which occupy a prominent place in the list of Canadian exports to that market are of a class which are exempt from duty.

Nevertheless, Great Britain has an import tariff which affects a quite appreciable list of goods. A composite article, if any part or ingredient be taxable, is subject to duty in proportion to its content of dutiable material. Consequently, the tariff in force has a wider application than might always appear on the surface.

On nearly all dutiable goods there is a tariff preference for Empire products. The preferential tariff favours products of such importance to the British Empire that when an estimate was made recently of the amount of preferential rebates granted during the fiscal term 1925-26 the total was given at approximately \$23,000,000. Of this amount, \$1,275,000 was made up of preferential rebates allowed on Canadian goods.

PREFERENCE OF ONE-THIRD ON MOTOR CARS, RUBBER TIRES, MUSICAL INSTRUMENTS, ETC.

The tariff preference is frequently a reduction of one-third from the rate leviable on non-British goods. Great Britain imposes a general tariff of 33 $\frac{1}{3}$ per cent ad valorem, and a preferential tariff of 22 $\frac{2}{3}$ per cent ad valorem, on passenger motor cars, motor trucks, motor cycles, rubber tires, and other accessories and parts of these vehicles; musical instruments and their accessories and parts; clocks and watches, and parts thereof; knives, scissors, razors (all as defined in the tariff), with some parts and accessories; gloves of leather, fur, or cotton (excluding astrakhan gloves or gloves only leather-trimmed), as well as these materials when cut out for making gloves; lace and embroidery, as defined in the tariff. There is a preference of one-third on packing and wrapping paper and articles made therefrom, these goods being dutiable at 16 $\frac{2}{3}$ per cent ad valorem general tariff, and 11 $\frac{1}{3}$ per cent ad valorem preferential tariff. A one-third preference is allowed on hops, upon which the general tariff is £4 per cwt. (112 pounds), and on the different classes of cinematograph films, taxed under the general tariff at one-third of a penny for blank films, 1d. for positives, and 5d. for negatives, per linear foot of 1 $\frac{3}{8}$ inches wide in each case.

PREFERENCE ON TOBACCO

A large quantity of unmanufactured tobacco is being exported from Canada to England under a preferential tariff of 81 $\frac{1}{2}$ d. to 90 $\frac{3}{4}$ d. per pound, as compared with general tariff rates of 106d. to 118d. A preference is provided also for manufactured tobacco, including cigars, cigarettes, and snuff.

SUGAR PREFERENCE

There is a tariff preference in Great Britain, roughly speaking, of one cent per pound for Empire sugar of the higher degrees of polarization. Sugar is accorded preference only if the raw product originate in a British area. The general tariff on sugar exceeding 98 degrees of polarization is 11s. 8d. per cwt. and the preferential tariff 7s. 4 $\frac{1}{2}$ d. Duties are graded downward for lower

degrees of polarization, the amount of preference ranging from about 4s. down to 2s. per cwt. Fixed rates on various articles containing sugar, notably confectionery and preserved fruits, run from 18½d. per cwt. general tariff and 11½d. preferential tariff up to the highest rate on actual sugar, namely, 11s. 8d. general tariff and 7s. 4¾d. preferential tariff. The scale of duties on condensed milk containing sugar affords preferences of 9d. or 23½d. per cwt., and on milk powder 18½d. or 42d., depending on the sugar content.

PRESERVED FRUITS

All fruit of British origin is of itself duty free, but duty is levied on certain foreign fruit, dried or otherwise preserved, namely, currants (2s. per cwt.) and prunes, raisins, figs, French plums, prunellos, other plums (all 7s. per cwt.). When preserved with sugar these dutiable fruits, if of foreign origin, pay also the general tariff on the sugar content or become subject to the highest rate on sugar, namely, 11s. 8d. per cwt. The corresponding preferential rate is the duty on the sugar content only, at the preferential rates. Non-dutiable fruit—apples, for example—tinned or bottled and preserved with sugar would come under a general tariff of 18½d. per cwt. compared with a preferential rate of 11½d.; general tariff of 31d. and preferential of 19½d.; general tariff of 82½d. as against a preferential tariff of 52½d., the rates varying according to the quantity of sugar used in preserving.

DUTY CONCESSIONS ON SILK GOODS

On silk and artificial silk, or articles made wholly or in part from them, the preferential rate is always one-sixth lower than the general tariff. General tariff rates applicable to some of these goods are: silk tissues, 1s. 7d. to 7s. 9d. per pound; artificial silk tissues, 3s. 6d. per pound; unspecified articles, all silk or if silk component exceeds 20 per cent of the value of all components, 33½ per cent ad valorem; same, with silk component comprising 5 per cent to 20 per cent of total, 10 per cent ad valorem; same, with silk component not exceeding 5 per cent of total, 2 per cent ad valorem. Goods made of artificial silk are dutiable at the same rates as goods of pure silk.

MISCELLANEOUS PREFERENCES

Other preferences allowed are: tableware of translucent or vitrified pottery and parts thereof, 9s. 4d. per cwt.; mantles for incandescant lighting, 2s. per gross; impregnated hose or stockings for manufacture of such mantles, 18d. per pound; spirits, 30d. or 36d. per proof gallon; liqueurs not to be tested, 3s. 4d. liquid gallon; perfumed spirits, 4s. liquid gallon; glucose, 23d. or 32½d. per cwt.; saccharin, 16½d. per ounce; tea, ¾d. per pound; wines, chicory, cocoa, coffee, and molasses, each various amounts.

KEY INDUSTRY GOODS

Some articles called "key industry" goods are subject to a tariff altogether with a view to developing their production within the Empire and are entirely exempt from duty when of British Empire origin. In this list are arc-lamp carbons (1s. per pound); optical instruments (50 per cent ad valorem); scientific glassware, lamp-blown ware, laboratory porcelain; barometers, precision balances, gauges and similar instruments used in engineering machine shops; wireless valves and similar rectifiers; vacuum tubes; ignition magnetos, and permanent magnets; hosiery latch needles; metallic tungsten and some other goods (all 33½ per cent ad valorem).

NOTE.—Northern Ireland is under the tariff of Great Britain, being part of the same customs area.

Irish Free State

Canada is accorded all tariff preferences allowed in the Irish Free State. The Free State at the outset adopted the tariff of Great Britain, including the then existing preferences for Empire goods, but it has since introduced changes. The appended table contains in condensed form, with rates of duty in force, almost a complete list of articles on which there is at present a preferential tariff in the Irish Free State.

	General Tariff	British Preferential Tariff
Passenger motor cars ad val.	33 $\frac{1}{3}$ %	22 $\frac{1}{2}$ %
Commercial motor vehicles (some exceptions including chassis for motor trucks) ad val.	33 $\frac{1}{3}$ %	22 $\frac{1}{2}$ %
Motor bicycles and motor tricycles ad val.	33 $\frac{1}{3}$ %	22 $\frac{1}{2}$ %
Parts and accessories of dutiable motor cars, etc. (excluding rubber tires) ad val.	33 $\frac{1}{3}$ %	22 $\frac{1}{2}$ %
Musical instruments, parts and accessories (excluding records or other means of reproducing music) ad val.	33 $\frac{1}{3}$ %	22 $\frac{1}{2}$ %
Clocks and watches and component parts thereof ad val.	33 $\frac{1}{3}$ %	22 $\frac{1}{2}$ %
Cinematograph films, per linear foot, 1 $\frac{3}{8}$ inches wide	$\frac{1}{3}$ d., 1d. or 5d.	$\frac{2}{3}$ of full rate
Currants, dried or otherwise preserved without sugar per cwt.	24d.	20d.
Raisins; prunes; plums, dried or preserved; French plums; prunellos; figs and fig cake (dried or otherwise preserved without sugar) per cwt.	10s. 6d.	8s. 9d.
Fruit, candied, crystallized or otherwise preserved with sugar, or other sweetening matter per lb.	3 $\frac{3}{4}$ d.	3d.
Canned fruit in syrup, when fruit itself not dutiable and syrup contains not more than 33 $\frac{1}{3}$ per cent of sweetening matter per lb.	1 $\frac{1}{2}$ d.	1d.
Other fruit in syrup per lb.	3 $\frac{3}{4}$ d.	3d.
Preparations made from or containing cocoa per lb.	6d.	5d.
Cigars per lb.	15s. 7d.	13s.
Cigarettes per lb.	12s. 7d.	10s. 6d.
Other manufactured tobacco, including snuff per lb.	9s. 9 $\frac{1}{2}$ d. to 11s. 10 $\frac{1}{2}$ d.	8s. 2d. to 9s. 11d.
Sugar confectionery including: sweetened breads, biscuits, cakes, pudding and powders; sweetmeats, jams, marmalades and jellies; peels and fruits candied, crystallized or otherwise preserved with sugar or any other sweetening matter (cocoa excluded) per lb.	3 $\frac{3}{4}$ d.	3d.
Spirits and wines	Various preferences	

MAIL MATTER FOR DELAGOA BAY, PORTUGUESE EAST AFRICA

A notice appears in a recent circular issued by the British Postal Authorities in which it is stated that the Post Office of Portuguese East Africa has intimated that letters, etc., intended for Lourenço Marques, but incorrectly addressed Delagoa Bay, will be returned to the sender.

ELECTRIC LIGHT IN THE UNITED STATES

According to a report issued by the National Electric Light Association, writes a correspondent of the London *Times Trade Supplement*, while the amount of money now paid for electric light in the United States is ten times as great as it was in 1907, approximately thirty times as much light is being used as was the case twenty years ago. The report also points out that twenty years ago the waste in the United States due to failure to equip lamps with reflectors to redirect the light amounted to \$20,000,000 annually. This loss has been largely done away with by the development and use of modern lighting equipment. The cost of electric service is now 11.1 per cent below the pre-war average, and is the only item on the cost of living list compiled by the United States Department of Labour to show a decrease.

SWEDISH MARKET FOR CANADIAN AGRICULTURAL IMPLEMENTS AND MACHINES

TRADE COMMISSIONER L. D. WILGRESS

[Subjoined is the fifth of a series of reports by Mr. Wilgress upon Sweden as a Market for Canadian Products. The first, published in No. 1233, referred (in general terms) to Import and Export Trade, Geographical Characteristics of the Country, Natural Resources, Population and Industries; the second (in No. 1235) to Trade Centres and Routes, Currency, Public Finance, Organization of Commerce, Tariff and Customs Regulations, and Wages; the third (in No. 1236) to the Market for Canadian Grain and Milled Products; and the fourth (in No. 1238) to the Market for Fruits and Provisions. *Note:* 1 Swedish krona = \$0.2680; 1 kg. = 2.2046 pounds.]

Hamburg, October 20, 1927.—Sweden offers only restricted openings for the sale of Canadian agricultural implements and machines on account of the large domestic production of these articles. Nevertheless Canadian manufacturers have been able to do some business with Sweden, chiefly in binders and agricultural machinery parts, with smaller shipments of farm and garden tools, ploughs, and mowers.

SWEDISH AGRICULTURAL MACHINERY INDUSTRY

There are about ten factories in Sweden specializing in the manufacture of agricultural machinery. Most of these do a considerable export business, particularly with the Russian market. Norrköping where the factory of the International Harvester Company is situated, Stockholm, Eskiltuna and Gothenburg are among the leading centres of the industry. The value of the output of Swedish agricultural machinery amounted in 1913 to 15,300,000 kronor, in 1919 during the boom period to 41,600,000 kronor, and in 1923 to 11,600,000 kronor.

These figures do not include cream separators, which are manufactured by three firms on a very large scale with exports to nearly all parts of the world. The output of Swedish separators was valued in 1919 at 41 million and in 1923 at 14 million kronor. Other agricultural machines manufactured in Sweden on a scale large enough to provide an export surplus include reapers, binders, mowers, ploughs, cultivators, sowers, threshers, straw presses and steam locomobiles, while Swedish crude oil engines, tractors and motor ploughs embody special features which enable them to find a sale in foreign markets.

The domestic production of agricultural implements in Sweden is also considerable, but exports are confined to a few special lines. There is a factory in Arvika with a capacity for producing 2,000 forks and spades a day.

IMPORTS FROM CANADA

The Canadian trade returns show an export of farm implements and machinery to Sweden in the fiscal year ending March, 1927, of a total value of \$166,413 as compared with \$107,693 in the previous year. The largest item among the exports to Sweden last year was the shipment of 428 binders, valued at \$69,500. The next largest item was comprised of farm implement and machinery parts of a total value of \$53,822. The other principal items were \$7,430 worth of farm and garden tools, \$7,039 worth of ploughs and parts and 66 mowing machines, valued at \$4,208.

It is in the sale of binders and farm tools that the best openings are presented in Sweden for Canadian agricultural implement and machinery manufacturers to compete with the domestic industry.

TRADE IN HARVESTING MACHINES

The total importation of mowing and reaping machines, including binders, and parts into Sweden in 1926 amounted to 2,299,226 kg. of a value of 2,022,394

kronor, of which 1,545,280 kronor represented shipments from the United States and 439,382 kronor imports from Germany. Of this import complete machines accounted for 1,773,503 kronor and parts for 248,891 kronor. Germany was chiefly prominent for the supply of parts. The greater part of the trade was comprised of complete binders imported from the United States and Canada, shipments from the Dominion being probably included among the total imports credited as coming from the United States.

The above figures indicate that, while the importations of harvesting machines into Sweden are not considerable, there is business to be done in the sale of binders and mowers to that market. The usual sizes of binders and mowers are sold, the medium sizes being chiefly in demand. The Canadian machines have an excellent reputation, but the competition of the Swedish manufacturers is very keen.

The duty on harvesting machines imported into Sweden is 6 kronor per 100 kg., while parts are subject to a duty of 12 kronor.

PLOUGHS

There was not considered to be much opening for the sale of Canadian ploughs to Sweden. The ordinary makes of ploughs are manufactured in the Kingdom and even exported, but there is some importation from the United States and Germany. In 1926 a total of 587,144 kg. of ploughs were imported of a value of 479,439 kronor, of which the United States supplied 375,700 kronor and Germany 77,684 kronor. The best opening for Canadian manufacturers is in the sale of heavy tractor ploughs, in which the competition of the local factories is not so marked. The 12-inch plough is mostly used in Sweden.

The Swedish duty on ploughs is 6 kronor per 100 kg.

HARROWS, CULTIVATORS, SEEDERS AND RAKES

In such lines as ordinary cultivators, sowing machines and disc drills it is very difficult for Canadian firms to compete with the Swedish producers as well as with the manufacturers in Germany and Czechoslovakia, who have the advantage of proximity to the market and who produce the type of machines required. The total importation of sowing machinery amounted in 1926 to 328,547 kg. valued at 240,334 kronor. Czechoslovakia and Germany were the chief suppliers and a small quantity was imported from Denmark. The import of sowing machinery from the United States was valued at only 4,560 kronor.

Some business might be done in harrows, of which 245,220 kg. were imported in 1926 of a total value of 188,856 kronor. Of the latter amount 148,551 kronor represented importations from the United States. Finland and Germany supplied most of the remainder.

The importation of horse rakes last year totalled 65,710 kg., valued at 36,494 kronor, most of which came from Germany with the United States as the second chief source of supply, 8,264 kronor worth having been imported from that country.

There was an import of manure spreaders into Sweden last year weighing a total of 91,634 kg. and valued at 55,420 kronor, most of which came from Germany. The latter country also supplied the bulk of the hay and straw presses imported, the total value of which was 64,648 kronor. There was only a small import from the United States of each of these two lines. Similarly of an import of winnowing machines, valued at 132,284 kronor, all except a small amount was supplied by Germany.

Weeders and similar implements were imported into Sweden in 1926 to the total value of 47,149 kronor. Germany was the principal source of supply,

followed by Denmark and Czechoslovakia, while goods to the value of 3,873 kronor were imported from the United States under this heading.

The importation of potato and peat diggers last year was valued at 46,490 kronor, Denmark and Germany being the most important suppliers.

The duty on hay and straw presses and seeders imported into Sweden is 7 kronor per 100 kg., while that on the other machines mentioned above is 6 kronor per 100 kg.

THRESHING MACHINES

The Swedish requirements for threshing machines are mostly met by the domestic factories, there being only an import of the larger type of threshers from Great Britain. The imports of this line in 1926 amounted to 134,273 kg. of a total value of 130,607 kronor and all, except a few supplied by Denmark, were imported from Great Britain. There was reported to be no opening for the North American type of threshing machine.

Threshers are subject to a duty of 7 kronor on importation into Sweden.

TRACTORS

There is an increasing use of tractors in Sweden. Although farms of 24 to 120 acres comprise half of the entire cultivated area, there are a number of fairly large estates and the tendency towards the co-operative use of farm machinery leads to the continued introduction of tractors. The principal importation is of the light tractor of 10 to 18 horse-power from the United States. In 1925 a total of 1,053 tractors were imported, of which the United States supplied 1,011. Last year 709 tractors of a total value of 1,408,871 kronor were imported. Of these 671 units came from the United States, 17 from Germany, 11 from Great Britain and 10 from Denmark.

There should be an opening for Canada to supply a share of the tractors imported into Sweden.

Tractors are subject to a duty of 10 kronor per 100 kg. on importation into Sweden.

GASOLINE ENGINES

Internal combustion engines are manufactured fairly extensively in Sweden, but there is also an importation, especially of the lighter engines for agricultural purposes. In 1926 the import of motors amounted to 286,308 kg. of a total value of 1,464,372 kronor. Germany was the principal supplier, but 408,693 kronor represented shipments from the United States and 400,230 kronor imports from Great Britain.

Internal combustion motors weighing up to 500 kg. are subject to a duty of 10 kronor per 100 kg.

FARM AND GARDEN TOOLS

One of the best openings for the extension of Canadian trade with Sweden is presented in the demand for farm and garden tools. These are largely manufactured in Sweden, but considerable importations also take place.

There is a very great demand for hay forks, as hay is one of the principal Swedish crops. The American forks appear to be well liked and are able to compete with the products of the domestic factories. The importation of these articles in 1926 amounted to 212,240 kg. of a total value of 301,649 kronor, of which the United States supplied 228,291 kronor, Germany 46,126 kronor and Denmark 26,078 kronor.

Hay forks are required with two and three prongs, handles of hickory or ash, and packed in bundles of a dozen. There is also a demand for manure forks, which are chiefly wanted with five prongs, while in Southern Sweden the four-pronged spading fork is required.

Spades and shovels are mostly imported from Germany and Great Britain. There is a fairly large sale of a light shovel used for spreading fertilizers, which is imported from Germany. There would only be an opening for Canadian spades and shovels if they could compete in price with those imported from Great Britain. The total import of spades and shovels from Sweden is not large, having amounted in 1926 to 49,961 kg. of a total value of 41,231 kronor, of which 18,330 kronor worth were imported from Germany and 12,936 kronor worth from Great Britain. Imports of spades and shovels last year from the United States were valued at 2,459 kronor.

Iron rakes with 12, 14, or 16 teeth are imported into Sweden and Canadian manufacturers might supply part of the demand, which is chiefly met by the local factories and importations from Germany.

The importations into Sweden of other hand tools for farm and garden amounted in 1926 to 40,585 kg. of a total value of 40,585 kronor, of which 19,683 kronor represented imports from the United States and 16,458 kronor imports from Germany.

The duty on farm and garden hand tools imported into Sweden is 8 kronor per 100 kg.

OTHER AGRICULTURAL APPLIANCES

There would not appear to be very great openings for the sale of any other Canadian agricultural appliances to Sweden. Lawn mowers are being imported into that market from the United States, and although the trade is restricted in volume, Canadian manufacturers might secure a share of the business. Pumps are chiefly imported into Sweden from Germany, the United States, and Great Britain, the total value of the imports in 1926 being 1,709,572 kronor. In dairy appliances the Swedish industry is too strong to permit of imports in any quantity. Some binder twine is imported, the total quantity last year being 120,546 kg., of which the United States supplied 91,063 kg. and Holland 25,635 kg.

DISTRIBUTION OF AGRICULTURAL MACHINES AND IMPLEMENTS

The Swedish trade in imported agricultural machines is largely in the hands of a few large dealers who have the exclusive representation for the whole country of leading foreign makes of machines. This renders the introduction of new makes difficult. Agricultural implements such as hay forks, on the other hand, are handled by a number of large importing firms, most of whom are prepared to consider trial orders for new makes. Co-operation plays an important role in Swedish agriculture and the societies affiliated to the Svenska Lantmännens Riksförbund distribute certain kinds of implements and machines. Agricultural machinery is usually sold in Sweden on terms of six months' credit and implements on the basis of thirty to ninety days' sight drafts, depending on the standing of the importer. Canadian manufacturers of agricultural implements and machines desirous of introducing their products to the Swedish market should submit their catalogues, prices and terms of payment to the principal importing firms through the Canadian Government Trade Commissioner at Hamburg.

GERMAN MOTOR CAR INDUSTRY

TRADE COMMISSIONER L. D. WILGRESS

[NOTE.—1 reichsmark = \$0.238.]

Hamburg, October 13, 1927.—The economical periodical *Wirtschaftsdienst* has published an interesting review of the German motor car industry. Information is given with regard to recent developments in the industry and in the market for motor vehicles in Germany, and these particulars should be of interest to Canadian motor car manufacturers.

IMPORTANCE OF THE INDUSTRY

It is pointed out that, according to the last production census, about 80,000 persons were employed in 1925 in the German motor car and motor cycle factories. The wages and salaries amounted to 166 million reichsmarks, and the total value of the annual production to about 713 million reichsmarks. As the results of the census for 1926 are not yet available, these figures must be depended upon in order to estimate the importance of the automobile industry in relation to the whole German economic fabric. For the last two years, however, these figures will probably be increased more than decreased, as the motorization of Germany has recently made considerable advances.

INCREASED USE OF MOTOR VEHICLES

In Germany there is about one motor vehicle to every 196 persons, as compared with one to every 5.3 persons in the United States, one to every 44 persons in Great Britain and France, to every 59 in Belgium, 69 in Sweden, 75 in Switzerland, and 109 in Holland. On the other hand, the absolute increase in the number of motor vehicles in Germany is very considerable. It is estimated on the basis of a census which takes place on July 1 of each year. According to this census the number of automobiles increased from 1925 to 1926 by 118,169, or 28 per cent. The figures for July 1, 1927, are not yet available, but the favourable reports of the situation indicate a considerable increase in the sale and in the number of motor cars.

Number of Motor Vehicles in Germany, 1924-26

	Passenger Cars	Trucks	Cars for Special Purposes	Large Motor Cycles	Total
July 1, 1924.. . . .	132,179	60,629	2,259	97,965	293,032
July 1, 1925.. . . .	175,665	80,363	9,254	161,508	425,790
July 1, 1926.. . . .	206,487	90,029	12,032	236,411	544,959

Statistics taken from *United States Commerce Reports* No. 26, giving motor vehicle figures for the whole world, show that Germany takes third place among European countries with 319,000 motor cars and fifth place amongst all countries of the world.

The numbers of motor cars in the principal countries of the world on January 1, 1927, were as follows:—

	Passenger Cars	Trucks	Total
Great Britain	754,284	269,367	1,023,651
France	585,000	306,000	891,000
Germany	218,000	101,000	319,000
Italy	104,882	33,295	138,177
Belgium	53,270	44,000	97,270
Spain	121,500	13,000	135,000
Sweden	77,000	22,220	99,220
Denmark	61,813	17,874	79,687
United States	19,293,112	2,844,222	22,137,334
Canada	734,848	94,070	828,918
Argentina	205,000	17,617	222,610
Other countries	1,310,219	368,674	1,678,893
World total	23,518,928	4,131,339	27,650,267

FOREIGN TRADE IN MOTOR VEHICLES

The additional demand which the above-mentioned increase in the number of motor vehicles has entailed has not been covered by German production. For the most important item of passenger cars, as well as of motor cycles, Germany has an import surplus which is not compensated for by an export surplus of motor trucks.

As the table given below shows, the export surplus in trucks has remained about the same, while the import surplus of passenger motor cars during the last two years has steadily increased. Only the first half of 1926 showed a decline in the import surplus of passenger cars as against the year 1925, which may be explained by the particularly bad situation in the motor vehicle market during this period. The trade returns for passenger motor cars showed a debit balance in the first half of 1926 of 7.2 million reichsmarks, in the second half of 23.5 million reichsmarks, and in the first half of 1927 of 22.6 million reichsmarks. The foreign trade in motor cycles during the first half of 1927 also shows a debit balance of over 2 million reichsmarks.

Although the exports increased in the first half of 1927, this could not change the debit balance as imports had risen to about the same extent. The percentage increase of exports, however, is considerably larger than that of imports. In the first half of 1927 the exports of passenger motor cars increased in value by about 70 per cent and those of motor trucks by nearly 100 per cent, whereas the importation of passenger motor cars only increased by 25 per cent and that of motor trucks declined by about 30 per cent. The average value of the exported passenger motor cars amounted to 7,000 reichsmarks and that of the imported passenger cars to only 4,950 reichsmarks, from which it appears that in general the exported cars are of a higher average value than those imported.

It remains to be seen whether the German motor vehicle exports will continue to increase and whether the motor car industry will be able to indemnify itself on foreign markets for anything approaching the loss in sales which they have sustained on the home market as a result of foreign competition. During the period from July 1, 1925, to July 1, 1926, the import surplus in passenger motor cars alone amounted to 6,762 motor cars valued at 31.1 million reichsmarks and these 6,762 cars represent about 25 per cent of an increased German demand for passenger cars in this period. Whether the import surplus of 11,000 cars in the year following did not represent a large part of the increased demand cannot be decided until the results of the last motor car census are published.

	Passenger Motor Cars					Motor Trucks				
	Number		Million Reichsmarks			Number		Million Reichsmarks		
	Imp.	Exp.	Imp.	Exp.	Surplus	Imp.	Exp.	Imp.	Exp.	Surplus
1925 II Quarter..	4,551	840	27.3	8.0	19.3	...	...	...	...	...
1926 I Quarter..	3,742	691	16.8	5.0	11.8	539	466	1.5	6.1	4.6
1926 II Quarter..	5,955	576	26.8	3.4	24.4	1,205	359	2.4	3.3	0.9
1927 I Quarter..	6,724	1,061	32.9	5.7	27.2	560	584	1.5	6.1	4.6

The reasons for the comparatively large absorption of foreign cars are given in the report of the German Automobile Dealers' Association, in which it is explained that the principal factors were the lack of reasonably priced German cars (thus previous to 1926 there was no moderate-priced German six-cylinder car); prompt deliveries from abroad; greater cheapness and quality; and superior driving qualities of foreign cars, etc.

MEETING FOREIGN COMPETITION

Since the German automobile industry always has to expect a moderate protective duty, it will have to meet the heavy foreign competition by making every endeavour to catch up with the start in production methods obtained abroad during and after the war. A certain amount of confidence is warranted

when the fluctuation of prices for German motor vehicles during the past two years is considered. A comparison of the two following tables compiled from statistics given in the 1926 report of the German Automobile Dealers' Association shows that on an average and during the same period the prices for German products have declined by about 15 per cent more than those for foreign cars. It has since been calculated that from December 1, 1926, there has been a further decline of 7 per cent in the average prices of domestic and foreign cars.

Movement of Prices for German Passenger Motor Cars from September 1, 1925, to December 1, 1926

Types	1925	1926		
	Sept. 1	Jan. 1	July 1	Dec. 1
		Reichsmarks		
16/50 h.p. Benz Mercedes	18,400	16,360	13,150	13,150
18/60 h.p. Hanza Lloyd	17,000	14,250	14,250	13,000
10/30 h.p. Benz Mercedes	15,270	11,900	9,700	9,700
10/45 h.p. N. A. G.	14,700	13,000	11,600	9,800
15/30 h.p. Horch	14,560	16,800	10,800	10,800
10/45 h.p. Opel	8,500	7,950	7,000	5,800
8/32 h.p. Brennabor	7,450	6,950	6,250	5,950
5/20 h.p. Wanderer	6,800	6,900	6,500	5,700
6/20 h.p. Brennabor	5,500	5,250	4,700	....
4/14 h.p. Opel	3,850	3,600	3,200	2,980
2/10 h.p. Hanomag	2,300	2,650	2,175	2,175

NOTE.—There was an average decline in prices between September 1, 1925, and December 1, 1926, of 35 per cent.

Movement of Prices for Foreign Motor Cars from September 1, 1925, to December 1, 1926

Types	1925	1926		
	Sept. 1	Jan. 1	July 1	Dec. 1
		Reichsmarks		
18/70 h.p. Packard	21,500	20,500	18,300	18,100
12/30 h.p. Steyr	16,950	16,800	15,000	12,450
9/35 h.p. Fiat	12,500	12,500	9,800	9,800
12/30 h.p. Buick	11,500	10,000	9,650	9,630
12/30 h.p. Crysler	9,800	9,250	8,300	8,900
6/25 h.p. Citroen . . . . .	....	6,300	6,000	5,200
11/35 h.p. Chevrolet	6,500	5,650	5,335	5,335
4/20 h.p. Fiat . . . . .	....	6,000	4,900	4,800
11-22 h.p. Ford	4,000	3,800	3,575	3,575

NOTE.—There was an average decline in prices between September 1, 1925, and December 1, 1926, of approximately 20 per cent.

This reduction in prices was accompanied by a decline in numbers of types offered. At the German automobile shows in recent years the number of manufacturers participating and of types exhibited declined as follows:—

	1923	1924	1925	1926
Manufacturers	77	62	52	30
Types	118	94	74	43

There was a further falling off in the number of luxury and sporting type cars exhibited and a preference for utility and small cars, as the following figures indicate:—

	Small Cars	Utility Cars	Luxury and Sporting	
			Cars	Cars
1923 Manufacturers	51	33	9	4
Types	36	48	10	4
1924 Manufacturers	35	28	7	3
Types	43	40	8	3
1925 Manufacturers	28	25	7	2
Types	30	34	8	2
1926 Manufacturers	18	21	6	2
Types	19	29	6	3

It is seen that the number of manufacturers has considerably declined as well as the number of types, and from this it can be concluded that there is a greater concentration of production units. The year 1926 was particularly

notable for combinations in the industry. The chief amalgamations which took place that year were the fusion of the Daimler Motorenengesellschaft and the firm of Benz & Co. into the Daimler-Benz A.-G., Berlin-Stuttgart; the fusion of the Neckarsulmer Fahrzeugwerke A.-G. with the Schebera A.-G.; Berlin, under the new firm N.S.U. Vereinigte Fahrzeugwerke, A.-G.; the agreement of the N.A.G. with the Siemens-Schuckert-Werke regarding taking over the production of Protos cars. During the first part of 1927 the Presto absorbed the Dux works. A whole series of firms, chiefly branches, have disappeared from the list of producers.

Numerical decrease and concentration of works and undertakings, the decrease in the number of types, and a lowering of prices are accordingly signs of the development in the German automobile industry under pressure of sharp competition. These have been caused by the endeavour to create a mass output by means of rationalization of production and price reductions. Radical price reductions can undoubtedly increase sales, but there are limits to mass production resulting from the income and wealth of the population. The conditions in Germany are such that for the near future the purchase of motor cars is out of the question for the masses of workpeople, employees and small officials, as well as for the majority of German farmers and the impoverished section of the middle classes in the towns. Even a very efficient credit sales organization would hardly be able to overcome these considerations.

FINANCIAL POSITION OF THE INDUSTRY

The *Wirtschaftsdienst* publishes a table summarizing the balance sheets of nine of the leading German motor car manufacturing companies for the last three years, for which company reports are available. The changes in the different items vary so far from year to year in the case of each company that general conclusions are difficult to derive from the balance sheets. The only item to show a reduction in the case of nearly all the companies is the heading "goods manufactured and half manufactured". This is attributed to the improved situation in the second half of last year. Several of the companies have raised their capital with a view to extension of plants and expansion of business.

In general, it would appear from the balance sheets that the financial year 1926 was not particularly favourable for the German motor car industry. The company reports complain of insufficient sales. Several companies have had to abandon the distribution of dividends. The average dividend of the nine companies reviewed amounts to only 4 per cent, although the total profits of all the nine companies increased from 4.9 million reichsmarks in the previous year to 5.2 million reichsmarks last year. Sales were stimulated by the Berlin Automobile Show held in November, 1926, but this could not be reflected in the latest balance sheets. The present very high degree of activity in the German motor car industry leaves better results to be expected in the current year.

APPLE MARKET CONDITIONS

TRADE COMMISSIONER FREDERIC HUDD

New York City, November 4, 1927.—The latest report issued by the United States Department of Agriculture estimates that the commercial apple crop this year will fall considerably below previous predictions, and will be the smallest since 1921. In July the Bureau's estimate of the commercial crop was 26,200,000 barrels, but the last report places the production at only 24,200,000 barrels. The reasons given for the decrease in the crop are: early frosts, insect pests, and a general weakening of the trees as a result of overbearing last year. Exports this year, it is expected, will fall considerably below the 1926 figure of 4,168,643 barrels and 6,325,650 boxes.

THE MARKET IN CANADA

Canada's commercial apple crop for this year is estimated at nearly 3,000,000 barrels, which, while less than at first expected, corresponds favourably with last year's production of 2,984,230 barrels. Although herself a large producer of apples, Canada imports considerable quantities for re-export and for home consumption. In 1925 the imports for consumption totalled 172,119 barrels valued at \$868,031; in 1926, 150,840 barrels valued at \$800,059; and in the fiscal year ending March 31, 1927, the total was 201,589 barrels valued at \$857,583. Practically all these came from the United States. Figures issued by the United States Department of Commerce indicate that in 1925, 547,929 boxes valued at \$1,004,556 and 34,946 barrels valued at \$131,944 were shipped to Canada from the United States. It is therefore logical to assume that considerable quantities of United States apples were shipped via Canadian ports to foreign markets.

UNITED STATES MARKET

Under present conditions it is not often that Canadian apples can be marketed to advantage in the United States. At times, when the crop here is comparatively short, special varieties such as Spys and McIntosh are in demand to an extent where prices obtainable meet transportation and duty charges. The duty on apples is 25 cents per bushel, and although this is not heavy when apples are reasonably cheap, the rate is a serious obstacle. This year, on account of the shortages in the United States crop, some Canadian Spys and McIntosh have been purchased for the Chicago and New York markets. The Chicago market favours Canadian Spys and the New York market the McIntosh variety.

PREVAILING PRICES

The latest prices quoted per barrel (store and pier sales) are: Rhode Island Greenings, U.S. No. 1, 2½-inch, \$6.50 to \$8.50; 20-ounce unclassified, 2½-inch, \$3. Per bushel basket: Baldwins, U.S. No. 1, 2½-inch, \$1.93; Ben Davis, 2½-inch, 75 cents; Rhode Island Greenings, U.S. No. 1, 2½-inch, \$2.50 to \$3; No. 2, \$1.75; Ontario U.S. No. 1, 3-inch \$1.37; Opalescent, U.S. No. 2, 2½-inch, \$1.25; Snow, U.S. No. 2, 2½-inch, 75 cents; Wealthy, U.S. No. 2, 2½-inch, \$1.25, 2¼-inch, 75 cents; Spitzenberg, U.S. No. 2, 2¼-inch, \$1; Hudson Valley District, per bushel basket, U.S. No. 1, 2½-inch; Baldwins, \$1.70 to \$3, larger \$2.25; Delicious, \$1.75 to \$2.25, larger \$2.50 to \$2.75; Rhode Island Greenings, \$2.75 to \$3, larger \$3.25; Hubbardston, \$1.25 to \$1.75, larger \$1.75 to 2; Jonathan \$1.75 to \$2.25, larger \$2 to \$2.50; Kings, \$1.75 to \$2.25, larger, \$2.25 to \$2.75; McIntosh \$1.75 to \$3.25, larger \$3 to \$3.75; Northern Spys, \$1.50 to \$2.25, larger \$2 to \$2.75; Rome Beauty, \$1.50 to \$2, larger \$2 to \$2.50; Wagener, \$1.50 to \$2, larger \$1.75 to \$2.25; unclassified fruit, 2½-inch and upward, of most varieties ranged from \$1 to \$1.50.

FOREIGN MARKET

Apple production is usually so heavy in the United States that it is impossible to import apples advantageously. There is usually a surplus and every possible export outlet market is sought. Of the heavy production of last year, 7,500,000 barrels went to foreign markets. The major portion of these were shipped to the United Kingdom and European Continental markets.

Considerable quantities of fresh apples are bought in New York for shipment to all parts of the world. Canadian apples have not been sold to any great extent through New York up to the present, but growers should take into consideration the great possibilities of this buying centre when seeking outlets for their produce. There is little doubt that sales could be made here for export to other parts of the globe.

ASSISTANCE THAT CAN BE GIVEN BY CANADIAN TRADE COMMISSIONERS

Many manufacturers and exporters apparently are not fully advised as to the valuable services that can be rendered by Canadian Trade Commissioners. The attached is therefore issued with a view to rendering the activities of Canadian Trade Commissioners of greater use to manufacturers and exporters generally.

COMMERCIAL INFORMATION

1. Manufacturers and exporters can receive up-to-date information through the *Commercial Intelligence Journal* or by direct correspondence with the Department or any of the Canadian Trade Commissioners as to:—

- (a) The present and prospective demand for their goods.
- (b) Foreign and local competition (with specimens, catalogues and prices).
- (c) Details of best selling methods.
- (d) Reports on foreign buyers, though the Department cannot assume any responsibility in any opinions expressed by Trade Commissioners. They, however, will use their best endeavours to advise exporters as to the standing of such firms.
- (e) Specifications of articles in particular demand.
- (f) Inquiries for goods, and by means of an efficient system for collecting such inquiries the names can be obtained from time to time from the Commercial Intelligence Branch of the Department at Ottawa.

AGENTS, BUYERS, AND DISTRIBUTORS

2. Trade Commissioners will also:—

- (a) Recommend to intending exporters the names of responsible parties in a position to act as agents or buyers and distributors.
- (b) Give every possible assistance to such agents, etc., and will introduce them to influential individuals or associations who may be in a position to buy goods from Canada.
- (c) Give confidential information, when so requested, as to the activities of agents appointed by Canadian exporters, or firms to whom sales have been, or are being, made.

3. Trade Commissioners can assist in advising Canadian exporters and manufacturers:—

- (a) As to the best media in which to place advertisements and the form which such advertisements should take, i.e., their adaptation to the special requirements of the community.
- (b) In the display of catalogues, price lists and samples where they can be seen by potential buyers.
- (c) As to the distribution of trade literature and its probable cost.

GENERAL

4. (a) Trade Commissioners will always be glad to receive visitors from Canada and introduce them to possible buyers or agents, or put them in touch with such experts as legal advisers, interpreters, and shipping and banking representatives.

- (b) The good offices of Trade Commissioners can always be invoked with a view to settling difficulties which may arise between the Canadian exporters and buyers abroad.
- (c) Trade Commissioners will at any time provide such information as may be available as to freight rates, customs, port dues, etc., so as to enable Canadian firms to quote prices for delivery overseas. They will be glad also to provide information respecting cost of travel, regulations applicable to commercial travellers, packing and marking of goods, shipping accommodation, storage arrangements, and any other foreign government regulations or conditions which have to be complied with.

FINANCIAL ARRANGEMENTS

5. Particulars can be obtained with regard to:—

- (a) Terms of credit which may be given to foreign buyers.
- (b) Financial houses and banks who will discount bills or give credit.
- (c) Regulations governing the recovery of debts in foreign countries.
- (d) Disposal of goods abroad contracted for but not accepted by foreign buyers.
- (e) Infringement of trade marks or patent rights; and advise on registration.

INFORMATION NECESSARY TO THE TRADE COMMISSIONER

When a Canadian exporter desires the assistance of a Trade Commissioner in marketing his goods abroad, he should in the first letter give that officer the very fullest information in regard to the commodity which he desires to sell as follows:—

- (a) Catalogues and best export prices c.i.f. port of entry, or failing that, f.o.b. Canadian port. It is quite useless to send prices f.o.b. factory.
- (b) Details regarding process of manufacture if convenient.
- (c) If not too bulky, samples of what the firms have to offer should be forwarded—not necessarily a full range—and a draft or money order sufficient to cover the customs duties and landing charges on the samples.
- (d) Bankers' references.
- (e) The proportion of output which is available for export, time required to ship from receipt or order and the quantity for which orders will be accepted.

The Trade Commissioner will thus be in a position to make a survey of his territory, report the opportunities for the lines to be exported, and can then either place the exporter in communication with reliable importers or recommend suitable agents.

TARIFF CHANGES AND CUSTOMS REGULATIONS

Deferred Australian Customs Duties

C. HARTLETT, OFFICE OF THE TRADE COMMISSIONER

Melbourne, October 5, 1927.—Owing to Australian manufacturers being still unable to supply domestic requirements, increased customs duties on certain commodities which had been previously deferred from time to time and which were to have gone into operation on October 1, 1927, have been further deferred until April 1, 1928. The tariff items and commodities affected are:—

Item 136 (F).—Iron and steel, hoop (except hoop $\frac{3}{8}$ inch in thickness, of the following widths, viz: 1, $1\frac{1}{4}$, $1\frac{3}{16}$, $1\frac{1}{2}$, $1\frac{5}{16}$, $1\frac{3}{4}$, $1\frac{7}{16}$, $1\frac{1}{2}$, $1\frac{1}{8}$, $1\frac{3}{8}$, $1\frac{1}{4}$, and 2 inches.

Item 136 (F) (2) (proposed Customs Tariff (No. 3) 1926).—Iron and steel hoop, n.e.i.

Item 147.—Iron and steel, viz. plates and sheets, plain tinned.

Item 152 (A).—Iron and steel tubes or pipes (except riveted, cast, close-jointed or cycle tubes or pipes) not more than 3 inches internal diameter; iron and steel boiler tubes.

Item 194 (D).—Chain, n.e.i., not made up into serviceable articles (except brass and copper chain (curb and trace pattern) made from wire of $\frac{1}{2}$ mm. to 3 mm. in thickness, both sizes inclusive).

Item 197 (B).—Cutlery, spoons, and forks, n.e.i.; and knife sharpeners.

Item 242 (B).—Glass, sheet, viz. plain clear.

Item 334 (F).—Writing and typewriting paper (plain), not including duplicating. (1) In sheets not less than 16 by 13 inches.

Item 424 (D).—Vessels, n.e.i., trading intrastate or interstate, or otherwise employed in Australian waters for any continuous period of three months, excepting vessels exceeding 500 tons gross register in respect of which firm orders were placed with oversea suppliers before the date on which the deferred duty comes into operation and which are actually entered at an Australian port within fifteen months from such date.

The present rates of duty and those deferred on these items are as follows:—

Item	Present Rates		Deferred Rates	
	United Kingdom	General	United Kingdom	General
136 (F)	Free	10% ad val.	70s.	95s. per ton
136 (F) (2)	Free	10% ad val.	70s.	120s. per ton
(Proposed Customs Tariff (No. 3) 1926.				
147	Free	10% ad val.	76s.	115s. per ton
152 (A)	Free	10% ad val.	27½%	40% ad val.
194 (D)	Free	10% ad val.	27½%	40% ad val.
197 (B)	10%	25% ad val.	20 %	35% ad val.
242 (B)	2s.	4s.	1½d.	2d.
	(per 100 sq. feet)		(per pound)	
			or 45% 60% ad val.	
		(whichever rate returns the higher duty)		
334 (F)	Free	10% ad val.	20%	30% ad val.
424 (D)	Free	Free	25%	35% ad val.

Under item No. 334 (F), Canadian writing and typewriting paper (plain) is at present admitted at the intermediate rate of 5 per cent, the deferred duty on which is 25 per cent and at which rate it will be admitted when the deferred duties ultimately go into operation.

Irish Free State Tariff Changes

Mr. F. W. Fraser, Canadian Trade Commissioner in Dublin, writes on October 22 that on the recommendation of the Irish Free State Tariff Commission two new duties will come into force on that date, margarine at the rate of 3d. per pound, and rosaries at 33½ per cent ad valorem, the latter duty to extend for five years.

United States Milk and Cream Import Regulations

With reference to the United States milk and cream import regulations (see *Commercial Intelligence Journal* No. 1217 of May 28, 1927, page 648, and No. 1235 of October 1, 1927, page 476), Mr. J. H. English, Assistant Canadian Trade Commissioner in New York, advises that application for a permit must be made by individual shippers on the proper forms provided by the United States Department of Agriculture and obtainable from the Veterinary Director General, Department of Agriculture, Ottawa, or the Chief of the Food, Drug and Insecticide Administration, Washington, D.C. Applications for inspection should be made direct to the Veterinary Director General, Department of Agriculture, Ottawa.

PERMITS

Permits to ship pasteurized milk or cream into the United States will be granted by the United States authorities upon compliance with the regulations, that is, on the duly certified statement signed by a duly accredited official of the Canadian Department of Agriculture appointed for the purpose. Except in cases where the shipper is the operator of a creamery or a condensery or is a producer shipping to a creamery or a condensery which is located in the United States within a radius of twenty miles of the point of production of the milk, and the milk prior to its sale or use is pasteurized, condensed or evaporated, permits to ship raw milk or cream into the United States will be granted only when the milk comes from dairy farms or plants where pasteurization is not carried on, and then only, of course, provided the inspections previously mentioned prove satisfactory.

Temporary permits to ship may be secured when the applicant can satisfactorily show that he has been unable to obtain the necessary inspections required.

SHIPPING

Each permit issued bears an individual number which is restricted to the use of the actual holder of the permit. Each container of milk shipped into the United States must have attached to it a tag bearing the following information and in the following order:—

Product (whether raw or pasteurized milk or cream).

Permit Number

Federal Import Milk Act.

United States Department of Agriculture.

Shipper (name and address).

However, in cases where a shipment of milk only or cream only, not mixed, is made under one permit, instead of marking each container with a tag in the prescribed manner, the vehicle carrying the milk or cream, if sealed, may be tagged as above, in which case the number of containers should be marked on the tag as well as the quantity of the contents of each.

United States Embargo on Milk Removed

ASSISTANT TRADE COMMISSIONER J. H. ENGLISH

New York, October 25, 1927.—The embargo on milk products coming from the province of Quebec, which has been in effect for some months by the New York City Health Department, was raised on October 15 by Dr. Louis I. Harris, Commissioner of Health. In issuing the statement to the director of the Bureau of Foods and Drugs, Dr. Harris said:—

On the basis of your reports that inspection of dairies and study of the present incidents of typhoid fever, giving assurance that we may now lift the embargo on milk products coming in from the province of Quebec, you are hereby authorized to admit such products from all parts of Quebec. However, we should continue to exclude milk products from plants whose milk supply has been under suspicion as a result of the epidemiological studies made by this department or the United States Public Health Service, or from plants whose operators may have secretly shipped milk products into New York city since the embargo was officially declared by this department.

Limited Importation of Wheat into Portugal Authorized

The British Consulate at Lisbon advises that Decree No. 14,447, published in *Diario de Governo* of October 19, 1927, authorized Portuguese flour mills to purchase 37,500 metric tons of foreign wheat, on payment of the duty which has been fixed. (The metric ton equals 2,204 pounds). It may be explained that the importation into Portugal of wheat and wheaten flour by private persons and firms is prohibited, all imports being controlled by the Government which opens competition from time to time for specified quantities according to the requirements of the market.

TENDERS INVITED

New Zealand

Copies of specifications have been received from Mr. Paul Sykes, Acting Canadian Trade Commissioner at Auckland, for equipment required by the Post and Telegraph Department, Wellington, as follows: two miles wire tinned annealed copper 0.044 inches diameter, vulcanized indiarubber, insulated taped and braided, to specification, which is open for inspection at the Department of Trade and Commerce, Ottawa. Tenders, which close on January 31, 1928, should be addressed to the Secretary (Stores Division) General Post Office, Wellington.

FOREIGN EXCHANGE QUOTATIONS FOR THE WEEK ENDING
NOVEMBER 8, 1927

The Foreign Exchange Department of the Bank of Montreal has furnished the following statement of the nominal closing quotations for all the principal exchanges for the week ending November 8, 1927. Those for the week ending October 31, 1927, are also given for the sake of comparison.

Country	Monetary Unit	Parity	Week Ending October 31, 1927	Week Ending November 8, 1927
Britain	£	\$4.86 $\frac{3}{4}$	\$4.8633	\$4.8634
Belgium	Belga	.1390	.1391	.1392
Czecho-Slovakia	Krone	.....	.0296	.0296
Finland	Mark	.0252	.0252	.0252
France	Fr.	.1930	.0392	.0392
Holland	Florin	.4020	.4024	.4032
Italy	Lire	.1930	.0546	.0545
Spain	Pes.	.1930	.1708	.1705
Portugal	Esc.	1.0805	.0500	.0500
Switzerland	Fr.	.1930	.1926	.1926
Germany	Reichs Mk.	.2382	.2385	.2386
Greece	Dr.	.1930	.0133	.0133
Norway	Kr.	.2680	.2632	.2637
Sweden	Kr.	.2680	.2689	.2689
Denmark	Kr.	.2680	.2676	.2679
Austria	Schilling	.1407	.1412	.1412
Japan	Yen	.4985	.4655	.4631
Siam	Tical	.3709	.4500	.4500
India	Rupee	.3650	.3656	.3643
United States	\$	1.0000	.9988	.9986
Mexico . . . . .	\$	.4985	.4770	.4780
Argentine Rep.	Peso (Paper)	.4244	.4270	.4268
Brazil	Mil.	.5462	.1200	.1200
Jamaica	£	4.86 $\frac{3}{4}$	4.8700	4.8600
British Guiana	\$	1.0000	1.00 $\frac{3}{4}$ —1.02	1.00 $\frac{3}{4}$ —1.02
Barbados	\$			
Trinidad	\$			
Dominica	\$			
St. Kitts	\$			
Grenada	\$			
St. Vincent	\$			
Tobago	\$			
China	Taël	.....	.6262	.6318
Batavia, Java	Guilder	.4020	.4015	.4030
Peru	Libra	4.8665	3.7500	3.7200
Singapore, Str. Settlement . . . . .	\$	.5678	.5625	.5625

TRADE INQUIRIES FOR CANADIAN PRODUCTS

Since the publication of the last *Commercial Intelligence Journal* there have been received the following inquiries for Canadian products. The names of the firms making these inquiries, with their addresses, can be obtained only by those specially interested in the respective commodities upon application to: "THE COMMERCIAL INTELLIGENCE BRANCH OF THE DEPARTMENT OF TRADE AND COMMERCE, OTTAWA," OR THE BOARDS OF TRADE AT ST. JOHN, HALIFAX, QUEBEC, SHERBROOKE, MONTREAL, TORONTO, WOODSTOCK, ST. MARY'S (ONT.), PORTAGE LA PRAIRIE, ST. BONIFACE (MAN.), WINNIPEG, VANCOUVER, NEW WESTMINSTER, AND PRINCE RUPERT; THE CHAMBERS OF COMMERCE AT BELLEVILLE, PETERBOROUGH, HAMILTON, ST. CATHARINES, STRATFORD, GUELPH, BRANTFORD, LONDON, ST. THOMAS, SARNIA, AND VICTORIA (B.C.); THE CHAMBRE DE COMMERCE, DISTRICT OF MONTREAL; BORDER CHAMBER OF COMMERCE, WINDSOR; THE CANADIAN MANUFACTURERS' ASSOCIATION OFFICES AT TORONTO, MONTREAL, WINNIPEG, EDMONTON, VANCOUVER, AND VICTORIA; AND THE KITCHENER AND WATERLOO MANUFACTURERS' ASSOCIATION, KITCHENER (ONT.).

Foodstuffs

1031. FLOUR, GRAIN, ETC.—An import agent in Oslo, Norway, is anxious to secure the agency for Norway of first-class Canadian exporters of flour, grain, sugar, and fresh and dried fruits.

1032. CHEDDAR CHEESE.—A firm in Ghent, Belgium, desires c.i.f. Antwerp quotations on Canadian cheddar cheese.

1033. CHEESE.—An Antwerp importer wishes to hear from Canadian exporters of cheese. Prices c.i.f. Antwerp.

1034. CANNED FRUITS.—A London firm wish to secure the agency of Canadian packers of canned fruits.

1035. CANNED LOBSTERS.—An agent in Gothenburg, Sweden, wishes to get in touch with Canadian exporters of canned lobsters free to give their representation for Sweden.

1036. CANNED SALMON.—A Birmingham firm with West African connections desire to hear from Canadian exporters of canned salmon.

1037. FLOUR.—A Birmingham firm trading with British West Africa desire to hear from a Canadian flour exporter not represented in that territory.

Miscellaneous

1038. ALSIKE AND RED CLOVER SEEDS.—A West of England firm desire quotations from Canadian exporters of alsike and red clover seed.

1039. FLAX SEED.—A firm in Northern Ireland are interested in importing J.W.S. seed for the production of flax fibre.

1040. ALFALFA MEAL.—A firm in Ballymena, Northern Ireland, are interested in offers of alfalfa meal from Canadian suppliers.

1041. FISH MEAL AND MEAT MEAL.—A firm in Hamburg, Germany, well established in the rice trade, desire to secure connections with Canadian exporters of fish meal, bone meal, and meat meal.

1042. RUBBER FOOTWEAR.—An English indent house desire catalogues and price list from a Canadian manufacturer of crepe rubber footwear for export direct to Spain and Portugal.

1043. RUBBER FOOTWEAR.—An English firm ask to be placed in touch with Canadian exporters of rubber footwear with a view to possible export to West Africa.

1044. PATENT LEATHER.—An English export house desires samples and quotations for a class of patent and upper leathers with a view to trade for Near East ports.

1045. LEATHER.—A firm in Belfast, Northern Ireland, are desirous of importing oak bends from Canada.

1046. JAPANNED HIDE SPLITS.—A Birmingham export firm desire to hear from a Canadian firm offering japanned hide splits or enamelled upholstery hides.

1047. HAND SHOE TACKS.—A Birmingham firm with New Zealand connections desire quotations on Canadian manufactured hand shoe tacks.

1048. ENAMELLED HOLLOW-WARE.—A Birmingham export house desire catalogues and price lists from a Canadian firm of manufacturers of hollow-ware who are conversant with trade in the Argentine.

1049. PAPER.—Belgian paper importer desires to receive samples, with quotations c.i.f. Antwerp, of roto gravure paper.

1050. BOXBOARD.—A Birmingham firm desire samples and quotations of boxboard suitable for cigarette cartons for the Egyptian market.

1051. WOOD HANDLES FOR HOLLOW-WARE.—A Midland firm who purchase considerable quantities of black enamelled wood grips for nail handles and wood handles for hand bowls are prepared to consider Canadian quotation and samples, or alternative quotations for

the wood grips for handles (1) without metal ferrule, and (2) including metal ferrule. An illustration of the former and sample of the latter may be seen on application to the Department.

1052. WOOD PAIRS.—West of England firm manufacturing glacé cherries desire quotations on wood pairs to contain 25 pounds. Specifications on file.

1053. BOX SHOOKS.—Specification of box shooks desired by West of England manufacturers may be obtained on application to the Department.

1054. MAPLE WOOD BUTTER OR CHOPPING BOWLS.—An Irish Free State importer of woodenware wishes to receive quotations from Canadian manufacturers of maple wood butter or chopping bowls.

1055. MAPLE PLANKS.—A firm of timber importers in the North of England are desirous of importing direct from Canadian exporters maple planks in prime quality in carlots on c.i.f. terms.

1056. SPRUCE AND QUEBEC YELLOW PINE.—One of the largest firms of lumber importers in Hamburg, Germany, intend to again take up the importation of Canadian spruce and Quebec yellow pine, which they handled before the war.

1057. AGRICULTURAL TOOLS AND IMPLEMENTS.—An English firm catering to the West African trade desire catalogues and price lists for a general range of hose, axes, cultivators, etc.

1058. AGRICULTURAL CULTIVATORS.—A Midland indent and export house desire catalogues and prices from Canadian manufacturers of cultivators with and without gas engines. Quotations to be c.i.f. Beira or f.o.b. Canadian seaboard.

1059. MOTOR ACCESSORIES.—An English firm desire catalogues and price list of Canadian producers of Canadian motor accessories with a view to sales in Rhodesia and Australia.

1060. MOTOR ACCESSORIES.—An English firm desire catalogues and prices of motor accessories manufactured in Canada with a view to export to British West Africa.

1061. ASBESTOS.—Manufacturers' representative in Brussels, Belgium, desires to hear from Canadian exporters of raw asbestos with view to representation.

1062. QUICKSILVER.—A firm in Hamburg, Germany, wish to get in touch with firms in Canada who can export quicksilver in iron bottles of 75 pounds net.

PROPOSED SAILINGS FROM CANADIAN PORTS

(The sailing dates are approximate and subject to change without notice)

From Montreal

To ANTWERP.—Canadian Planter, C.G.M.M., Nov. 21.

To AVONMOUTH.—Colonian, Nov. 19; Oxonian, Nov. 26—both White Star-Dominion.

To BELFAST, LONDONDERRY, CORK AND DUBLIN.—Torr Head, Nov. 16; Malmore Head, Nov. 20—both Head Line.

To CARDIFF AND SWANSEA.—Canadian Mariner, C.G.M.M., Nov. 18.

To DUNDEE.—Cairntorr, Thomson Line, Nov. 19.

To GLASGOW.—Carmia, Nov. 18; Letitia, Nov. 26—both Cunard Line.

To HULL.—Ariano, Furness Line, Nov. 22.

To LIVERPOOL.—Montcalm, Nov. 18; Melita, Nov. 25—both Canadian Pacific; Albertic, Nov. 19; Regina, Nov. 26—both White Star-Dominion.

To LONDON.—Canadian Planter, C.G.M.M., Nov. 21; Alaunia, Nov. 18; Ausonia, Nov. 25—both Cunard Line; Balfour, Nov. 19; Bothwell, Nov. 25—both Canadian Pacific; Ariano, Furness Line, Nov. 22.

To MANCHESTER.—Manchester Division, Nov. 17; Manchester Regiment, Nov. 26—both Manchester Liners.

To NEWCASTLE AND LEITH.—Cairntorr, Nov. 19; Cairnross, Nov. 26—both Thomson Line.

To HAMBURG.—Cairnglen, Thomson Line, Nov. 25; Golden Gate, Nov. 22; Brant County, Nov. 28—both County Line; Berwyn, Nov. 12; Bothwell, Nov. 25—both Canadian Pacific.

To ROTTERDAM.—Queens County, County Line, Nov. 25.

To COPENHAGEN AND BALTIC PORTS.—Maine, Nov. 15; Texas, Nov. 16—both Scandinavian-American Line.

To SOUTH AND WEST AFRICAN PORTS.—Calgary, Elder Dempster Line, Nov. 15.

To AUSTRALIAN PORTS.—Cydonia, New Zealand SS., Nov. 23.

To NEW ZEALAND PORTS.—Canadian Prospector, C.G.M.M., Nov. 25; Cydonia, New Zealand SS., Nov. 23.

To ST. KITTS, ANTIGUA, BARBADOS, TRINIDAD AND DEMERARA.—Canadian Squatter, C.G.M.M., Nov. 17.

To BERMUDA, BAHAMAS, JAMAICA AND BRITISH HONDURAS.—Canadian Fisher, C.G.M.M., Nov. 16.

To ST. JOHN'S, Nfld (via CHARLOTTETOWN).—Canadian Sapper, C.G.M.M., Nov. 24; Farnham, Canada Steamship Lines, Nov. 21.

To CORNERBROOK.—New Northland, Nov. 23; Nayarit, Nov. 31—both Clarke SS. Co.

From Quebec

To ANTWERP AND SOUTHAMPTON.—Montnairn, Canadian Pacific, Nov. 16.

From St. John

To BERMUDA, ST. KITTS, ANTIGUA, MONTserrat, DOMINICA, ST. LUCIA, BARBADOS, ST. VINCENT, TRINIDAD AND DEMERARA.—Canadian Pathfinder, Nov. 19; Canadian Volunteer, Dec. 3—both C.G.M.M.; a steamer, Pickford & Black, Nov. 30.

To BELFAST, LIVERPOOL AND GLASGOW.—Athenia, Cunard Line, Dec. 10.

From Halifax

To BORDEAUX AND VIGO (SPAIN).—Chicago, French Line, Nov. 20.

To AVONMOUTH.—Colonian, White Star-Dominion, Nov. 29.

To PLYMOUTH, HAVRE AND LONDON.—Antonia, Dec. 5; Ascania, Dec. 12—both Cunard Line.

To BELFAST, LIVERPOOL AND GLASGOW.—Athenia, Cunard Line, Dec. 11.

To LIVERPOOL.—Rexmore, Nov. 22; Valemore, Dec. 1; Newfoundland, Dec. 10—all Furness, Withy; Caledonian, White Star-Dominion, Nov. 21.

To LONDON AND HULL.—Ariano, Furness, Withy, Nov. 26.

To MANCHESTER.—Manchester Shipper, Nov. 18; Manchester Regiment, Nov. 28—both Furness, Withy; Caledonian, White Star-Dominion, Nov. 21.

To LONDON.—Nortonian, White Star-Dominion, Nov. 16.

To ST. JOHN'S, Nfld.—Newfoundland, Furness, Withy, Dec. 10; Silvia, Nov. 15; Nerissa, Nov. 22—both Red Cross Line; Farnorth, Nov. 19, Dec. 3; Sambro, Dec. 9—both Farquhar SS.

To WEST AND SOUTH COAST NEWFOUNDLAND PORTS.—Skipper, Farquhar SS., Nov. 24.

To ST. PIERRE-MIQUELON.—Pro Patria, French Mail Service, Nov. 8, Nov. 22; Skipper, Farquhar SS., Nov. 24.

To BERMUDA, ST. KITTS, NEVIS, ANTIGUA, MONTserrat, DOMINICA, ST. LUCIA, BARBADOS, ST. VINCENT, GRENADA, TRINIDAD AND DEMERARA.—Canadian Carrier, Nov. 18; Canadian Pathfinder, Dec. 2—both C.G.M.M.; Ivernia, Nov. 24; a steamer, Dec. 8—both Pickford & Black.

To SANTIAGO (CUBA) AND KINGSTON (JAMAICA).—Andalusia, Nov. 16; Caledonia, Nov. 30—both Pickford & Black.

From Vancouver

To YOKOHAMA, KOBE, NAGASAKI, SHANGHAI, HONG KONG AND MANILA.—Empress of Russia, Nov. 19; Empress of Asia, Dec. 10—both Canadian Pacific.

To YOKOHAMA, KOBE, MIKE AND HONG KONG.—Achilles, Nov. 8; Tyndareus, Nov. 29—both Blue Funnel.

To YOKOHAMA, KOBE AND DAIREN.—Paris Maru, Osaka Shosen Kaisha, Dec. 19.

To HONOLULU, SUVA, AUCKLAND AND SYDNEY.—Aorangi, Canadian-Australasian Service, Nov. 16.

To MELBOURNE, SYDNEY AND BRISBANE.—West Cajoot, American-Australasian Service, Nov. 19.

To AUCKLAND, WELLINGTON, DUNEDIN AND NAPIER.—West Encajon, American-Australasian Orient Line, Nov. 19.

To HAVRE, ANTWERP AND BORDEAUX.—Nevada, Nov. 28; Alaska, Dec. 6—both Cie. Gle. Transatlantique.

To MARSEILLES, BARCELONA, GENOA, LEGHORN, NAPLES, VENICE AND TRIESTE.—Carso, Dec. 7; Rialto, Dec. 14—both Navigazione Libera Triestina.

To MANCHESTER.—London Merchant, Nov. 20; London Shipper, Dec. 4—both Furness (Pacific) Ltd.

To LONDON, HAMBURG, ROTTERDAM AND ANTWERP.—Radnorshire, North Pacific Coast Line, Dec. 11.

To LIVERPOOL, SOUTHAMPTON, LONDON AND ROTTERDAM.—Nebraska, Nov. 18; Dinteldyk, Dec. 2—both North Pacific Coast Line.

To HAMBURG, ANTWERP AND BREMEN.—Indien, Nov. 29; Isis, Dec. 17—both Hamburg American Line.

To PORT OF SPAIN, BARBADOS AND GUADELOUPE.—Samnanger, Canadian Transport Co., Dec. 12.

COMMERCIAL INTELLIGENCE SERVICE

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NOTE.—Bentley's Complete Phrase Code is used by Canadian Trade Commissioners.

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R. S. O'Meara, P.O. Box 84, Batavia, Java. (Territory includes Straits Settlements, Federated Malay States, Indo-China, and Siam.) *Cable Address, Canadian.*

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PREFERENTIAL TARIFFS OF THE BRITISH EMPIRE*

WILLIAM GILCHRIST, CHIEF, FOREIGN TARIFFS DIVISION

II. British West Indies, Bermuda, British Guiana, and British Honduras

A formal trade agreement exists between Canada and the British West Indian colonies (specified below) under which the contracting parties accord each other very substantial tariff advantages.

The Canadian concessions, briefly stated, are: (a) a reduction of 50 per cent from the general tariff; and (b) more favourable treatment or specific amounts of preference for selected goods such as sugar and some other tropical products.

The preferences granted in the colonies are of two principal classes, namely (a) on goods in general a reduction from their respective general tariffs of 50 per cent, 33½ per cent, or 25 per cent; and (b) larger preferences on certain specified commodities of importance to Canada. In the case of Bermuda the preference consists of removal of a surtax of 10 per cent of duty. British West Indian colonies in all cases apply their general tariffs to goods of non-British origin.

LEVEL OF DUTIES IN THE COLONIES

The tariff on many kinds of manufactured goods entering British West Indian colonies is indicated by a prevailing or typical ad valorem rate in each customs area, applicable to a wide range of articles which may or may not be

*The first article in this series covering Great Britain and Northern Ireland and the Irish Free State was published in last week's issue.

specified by name in the tariff schedules. The following table sets forth the general preference stipulated for the different colonies together with the prevailing ad valorem rate in question:—

	Reductions from General Tariffs as provided in Trade Agreement Per Cent	Prevailing Rates on Manufactured Goods British Preferential Tariff ad valorem Per Cent	General Tariff ad valorem Per Cent
Trinidad and Tobago	50	10 $\frac{3}{4}$	21 $\frac{1}{2}$
Barbados	50	10	20
Jamaica	25	15	20
Bahamas	25	9 $\frac{3}{4}$	12 $\frac{1}{2}$
Grenada	33 $\frac{1}{3}$	15	22 $\frac{1}{2}$
St. Lucia	33 $\frac{1}{3}$	11 $\frac{3}{4}$	17 $\frac{3}{4}$
St. Vincent	33 $\frac{1}{3}$	11	16 $\frac{1}{2}$
Antigua	33 $\frac{1}{3}$	11	16 $\frac{1}{2}$
Dominica	33 $\frac{1}{3}$	10 $\frac{1}{2}$	15 $\frac{1}{2}$
St. Kitts-Nevis	33 $\frac{1}{3}$	10	15
Montserrat	33 $\frac{1}{3}$	10	15
Virgin Islands	33 $\frac{1}{3}$	8	12
Bermuda	Removal 10% surtax	10	11
British Guiana	50	20	40
British Honduras	33 $\frac{1}{3}$	10	20

The Bahamas are to endeavour to make their percentage of preference 50 per cent. British Honduras, it will be noted, usually gives in practice a 50 per cent preference, although only 33 $\frac{1}{3}$ per cent is stipulated in the agreement.

STATUS OF MANY MANUFACTURED ARTICLES

Most of the tariffs enumerate a list of goods showing them to be subject to the aforementioned rates, including: apparel; bags (travelling and tool), trunks, and valises; baskets; blacking and polishes; blue; brooms and brushes; buckets, pails, and tubs; bicycles and tricycles; chinaware, porcelain, earthenware, and pottery; clocks and watches; cutlery; electrical apparatus (some important exceptions); furniture; glass and glassware; grease; gums; haberdashery and millinery; hardware; hats and bonnets; medicines (with some exceptions); musical instruments; oilcloth and linoleum; pickles, condiments, and sauces; spices; provisions (with many exceptions); saddlery and harness; ships, boats, and launches; stationery; toys and games; umbrellas and parasols; wax. Subject to the same rates, there are also comprehensive items for goods not otherwise provided for, being manufactures of cork, cotton, hemp, india-rubber and gutta-percha, jute, linen, silk, wood, wool, all unenumerated goods.

MOTOR VEHICLES

Motor cars, motor lorries and vans, motor bicycles, motor tricycles, and parts of any of these vehicles are subject to the prevailing rates given above in most of the colonies. Following are some exceptions: In Trinidad, motor cars not exceeding 3,000 pounds in weight are dutiable at 15 shillings per 100 pounds British preferential tariff and 30 shillings general tariff; if exceeding 3,000 pounds, 20 shillings preferential and 40 shillings general. There is a surtax in Trinidad of 7 $\frac{1}{2}$ per cent of the duty levied. Bahamas levies duty on motor cars at 7 $\frac{1}{2}$ per cent ad valorem preferential tariff and 10 per cent general tariff, while motor cycles are 18 $\frac{3}{4}$ per cent and 25 per cent respectively. Motor cars, motor bicycles, motor tricycles, and parts thereof, made *wholly* from British material by British labour are free of duty in St. Vincent, and 5 per cent ad valorem in Grenada. Here it may be noted that the usual condition on which preference is allowed in British West Indian colonies is that the British content equal 25 per cent of the factory or works cost of the goods.

VARIED RATES OF DUTY

Certain kinds of machinery, agricultural implements, and agricultural tools are frequently subject to rates of duty lower than the typical rates in question or are exempt from duty.

A statement is appended setting forth duties under four of the more important tariffs (those of Jamaica, Trinidad, Barbados, and British Guiana) on some farm produce, fish, lumber, and a few other articles which are not subject to the prevailing rates shown in the foregoing table.

FLOUR PREFERENCE OF 2 SHILLINGS PER BARREL

A preference on flour of 2 shillings per barrel of 196 pounds is guaranteed in Trinidad, Barbados, Jamaica, Bahamas, British Guiana, and British Honduras.

PREFERENCES OF 66 $\frac{2}{3}$ PER CENT AND GUARANTEED AMOUNTS

Trinidad, Barbados, and British Guiana give a preference of not less than 66 $\frac{2}{3}$ per cent with a guaranteed specific amount as indicated on: apples (50 cents per barrel); beef and pork, salted and pickled (\$1.50 per barrel of 200 pounds); butter, cheese, and lard (\$1.50 per 100 pounds); fish, canned, preserved, dried, salted, smoked, or pickled (2s. per 100 pounds); confectionery (4 cents per pound); prepared cocoa (4 cents per pound; 2 cents in Barbados); condensed milk (1s. per case of 48 pounds); cordage (6s. per 100 pounds); cement (2s. per cask of 400 pounds). The preferences in these colonies are 66 $\frac{2}{3}$ per cent on boards, planks, scantling, shingles, and lath (not of pitch pine), and on boots and shoes. The Leeward Islands (Antigua, Dominica, St. Kitts-Nevis, Montserrat, and the Virgin Islands) and the Windward Islands (Grenada, St. Lucia, and St. Vincent) agree to endeavour to have granted also these 66 $\frac{2}{3}$ per cent preferences or their alternatives as well as the 2s. preference on flour.

SPECIAL PREFERENCES OF 50 PER CENT

Jamaica, the Bahamas, and British Honduras accord special preferences of not less than 50 per cent on butter, cheese, lard, condensed milk, meats of all kinds, fish (canned, preserved, dried, salted, smoked, or pickled), apples, and potatoes.

SPECIAL PROVISION FOR SPIRITS AND TOBACCO

Tobacco, cigars, cigarettes, and spirituous or alcoholic liquors are excepted from the preference list on the Canadian side. Tobacco, cigars, and cigarettes are also excepted from the list of merchandise on which the colonies are bound to give preference. The Bahamas makes an exception also of wines, malt liquors, spirits, spirituous liquors, liquid medicines and articles containing alcohol. Bermuda adds wines, spirits, and malt liquors to the non-preference list. The other colonies agree to certain specified preferences on spirits, wine, beer, and ale. British Guiana has reserved gasoline and kerosene, when refined from crude oil produced in British territory, on which the preference is set down at not less than 4 cents per gallon.

GENERAL EXEMPTIONS FROM DUTY

The tariffs of British West Indian colonies have duty-free lists usually including goods for Colonial Governments, military or naval purposes, municipalities, churches, educational institutions, hospitals, or certain organizations of a public nature. These provisions for exempting goods from duty are not the same in all the colonies, but the general effect is about as indicated. Although these duty-free lists are mentioned, it should be borne in mind that the rates of duty, British preferential and general, quoted apply in the case of merchandise imported in the usual way for commercial purposes. Some articles, of course, are duty-free no matter for what purpose they are imported.

SUPPLEMENTARY STATEMENT ON CUSTOMS DUTIES IN JAMAICA, TRINIDAD, BARBADOS, AND BRITISH GUIANA

	Jamaica		Trinidad*		Barbados		British Guiana	
	British Preferential Tariff	General Tariff	British Preferential Tariff	General Tariff	British Preferential Tariff	General Tariff	General Tariff	Surtax on Duty
Apples.....ad val. or per bbl.	10%	20%	Free	2s. 1d.	Free	2s. 1d.	Free	30%
Plumettes.....per 100 lbs.	9s. 7½d.	1s. 3½d.	1s. 0d.	2s. 0d.	Free	1s. 0d.	Free	30%
Wheat.....per 100 lbs.	1s. 0d.	2s. 0d.	1s. 0d.	2s. 0d.	Free	1s. 0d.	Free	30%
Flour of Wheat.....per 100 lbs.	1s. 0d.	2s. 0d.	1s. 0d.	2s. 0d.	Free	1s. 0d.	Free	30%
Oats.....per 100 lbs.	1s. 0d.	2s. 0d.	1s. 0d.	2s. 0d.	Free	1s. 0d.	Free	30%
Oilcake.....per 100 lbs.	1s. 0d.	2s. 0d.	1s. 0d.	2s. 0d.	Free	1s. 0d.	Free	30%
Sugar, refined.....per 100 lbs.	6s. 15½d.	8s. 4½d.	2s. 0d.	4s. 0d.	Free	2s. 0d.	Free	30%
Confectionery.....ad val. or per lb.	15%	20%	10%	30%	Free	10%	Free	30%
Cocoa, prepared, except sweetened.....ad val. or per lb.	15%	20%	10%	30%	Free	10%	Free	30%
Butter.....per 100 lbs.	15s. 0d.	30s. 0d.	2s. 1d.	4s. 1d.	5s. 1d.	15s. 0d.	\$3 00	25%
Cheese.....per 100 lbs.	8s. 4½d.	16s. 8½d.	2s. 1d.	4s. 1d.	8s. 4½d.	25s. 0d.	\$1 25	30%
Milk, condensed.....per 45 lbs.	1s. 0d.	3s. 0d.	0s. 6d.	1s. 0d.	Free	1s. 0d.	24c.	25%
Bacon and ham.....per 100 lbs.	Skimmed	Skimmed	9% butter fat	Less than 9% butter fat	9% butter fat	Less than 9% butter fat	Skimmed	25%
Beef and pork, pickled or salted.....per 100 lbs.	16s. 8d.	33s. 4d.	10s. 0d.	20s. 0d.	10s. 0d.	20s. 0d.	\$4 80	30%
Lard and lard substitutes.....per 100 lbs.	12s. 6d.	25s. 0d.	2s. 1d.	4s. 2d.	2s. 1d.	4s. 2d.	\$2 00	25%
Codfish, dried.....per 100 lbs.	6s. 3d.	11s. 4d.	1s. 0½d.	2s. 0½d.	1s. 0½d.	2s. 0½d.	\$1 00	30%
Meat, dried.....per 100 lbs.	3s. 6d.	7s. 0d.	1s. 0d.	2s. 0d.	1s. 0d.	2s. 0d.	\$2 00	25%
Fish, canned.....ad val. or per 100 lbs.	2s. 0d.	4s. 0d.	1s. 0d.	2s. 0d.	1s. 0d.	2s. 0d.	\$1 50 (cwt.)	25%
Whiskey, not over proof.....per proof gal.	10%	20%	2s. 10d.	6s. 3d.	10%	1s. 30c.	25c.	30%
Whisky, common.....per 100 lbs.	24s. 9d.	33s. 0d.	2s. 10d.	6s. 3d.	10%	1s. 30c.	\$2 25	30%
Soap, fancy.....ad val.	15%	20%	10%	30%	10%	30%	\$6 00	30%
Soap, common.....ad val.	15%	20%	10%	30%	10%	30%	\$4 50 (bottles)	30%
Boots and shoes.....ad val.	15%	20%	10%	30%	10%	30%	\$1 20	25%
Cordage.....ad val.	15%	20%	10%	30%	10%	30%	\$1 60	30%
Paper for printing newspapers.....ad val.	Free	Free	5%	10%	Free	Free	per cwt.	30%
Lumber, sawn or hewn, undressed, of pitch pine.....per 1,000 ft.	6s. 9d.	9s. 0d.	5s. 0d.	10s. 0d.	2s. 6d.	5s. 0d.	\$3 00	30%
Lumber, sawn or hewn, dressed, of pitch pine.....per 1,000 ft.	10s. 6d.	14s. 0d.	6s. 3d.	12s. 6d.	2s. 6d.	5s. 0d.	\$5 00	30%
Lumber, sawn or hewn, undressed, other kinds.....per 1,000 ft.	6s. 9d.	9s. 0d.	5s. 0d.	10s. 0d.	2s. 6d.	5s. 0d.	\$7 20	30%
Lumber, sawn or hewn, dressed, other kinds.....per 1,000 ft.	10s. 6d.	14s. 0d.	6s. 3d.	12s. 6d.	2s. 6d.	5s. 0d.	\$12 00	30%
Cement.....per 400 lbs.	3s. 0d. †	4s. 0d. †	0s. 6d.	2s. 6d.	1s. 6d.	4s. 6d.	68c.	30%

*Except on flour, beef and pork, there is a surtax of 7½ per cent of the duty.

† Not Government standard.

DECLINE IN RUSSIAN PRODUCTION OF FURS

TRADE COMMISSIONER L. D. WILGRESS

Hamburg, October 31, 1927.—An article in the *Frankfurter Zeitung* deals with the dangers confronting fur production in Russia and should be of interest to Canadians engaged in the fur trade.

It is pointed out that up to the present the control of the hunting of fur-bearing animals in Russia has been very slack. The consequences have been a great decline in the number of animals and in the case of some animals even a danger of extermination. The decline in the number of fur-bearing animals is now of such a catastrophic character that the Soviet Government have come to the conclusion that the game protection laws must be made more severe. Accordingly in future hunting during the closed period is to be punishable with imprisonment and hard labour up to six months. On account of the threatened extermination of the sable, the Northern Committee of the Soviet Union have had to proclaim a prohibition of the hunting of these animals for a period of ten years.

The decline in the number of Russian fur-bearing animals is of very considerable importance to the population, as the fur trade has always played a large part in Russian economic life. Hunting provided the sole means of existence for a part of the population. As a consequence it was unavoidable that the trappers were governed more by the prevailing economic conditions than by the game protection laws. This was already confirmed at the end of last century, when the fur trade in Russia assumed proportions which did not correspond to the natural increase in animals. The trappers carried on a war of spoliation and hunted and shot young and mother animals, although the fur of these animals brought only low prices. At this period there was already a decided decline in the number of fur-bearing animals. The sable and beaver especially suffered. Comparing the figures of sable skin supplies, some idea can be formed of the decline in these animals. The fairs at Irbit and Nijni Novgorod during the three years 1911-13 received on an average 21,000 skins a year, whereas at the end of the nineteenth century 66,000 skins were received. Owing to insufficient organization and records it is impossible to obtain details respecting the decline in the post-war period. The last three years, according to an approximate calculation, showed a supply of 16,000 sable skins. More authentic are the figures of the Russian fur auctions at the Leipzig Fair in September, 1927, when only 600 sable skins were put up for sale. A comparison of the figures available shows a similarly threatened decline in other valuable fur-bearing animals such as silver, blue, and poplar foxes, seal, beaver, and ermine. The steps now being taken by the Soviet Government are therefore to be welcomed.

As a consequence of the new regulations, the number of valuable fur-bearing animals in Russia should again begin to increase within a reasonable period. The urgent question remains to be considered as to how the low supplies of skins consequent upon the shortage of animals can be most rapidly increased during the next few years. This problem was seriously taken in hand by the Soviet Government last year when fur farms were started on the Commander Islands for the breeding of blue foxes, seals, and beaver. These farms already show good results. The number of seals has risen to 20,000. The almost-extirminated beaver has increased to 500. The animals are continually under control and protected by keepers. Naturally these farms at first will show no profit, but this should change after a number of years. Further farms have been established on other small islands in the Pacific, where seals are principally being bred. The breeding of valuable fur-bearing animals is being successfully carried on by private parties in other countries. This movement is better than the severest hunting regulations as it will be a means of counter-acting the short-sighted extermination of animals.

ECONOMIC CONDITIONS IN GERMANY

TRADE COMMISSIONER L. D. WILGRESS

[NOTE.—1 reichsmark = \$0.2382.]

Hamburg, October 27, 1927.—During the past three months the outstanding features in the German economic situation have been the continued expansion of domestic trade and the decrease in unemployment. These favourable factors to some extent have been mitigated, particularly during the past few weeks, by the increase in the Reichsbank discount rate, the uneasiness about foreign loans and public expenditure, higher prices, wage increases, disputes in the coal and other industries, and a general fall in the stock market. On the other hand, the trade returns for September revealed a considerable expansion of exports, which served to reduce the unfavourable balance of trade. The future outlook is very obscure, but signs would seem to point to another of those changes in the German economic situation which have characterized the reconstruction period since the stabilization of the currency.

BOOM IN HOME TRADE

It has now become apparent that the great activity in domestic business has been based on the influx of foreign money into Germany. Nearly all branches of industry have participated in the boom in home trade. In general there is no indication yet of any slackening of trade. The reports from the various industries for September showed little change in general conditions. Only a few branches such as textiles, which have enjoyed a marked degree of activity, begin to report a falling off in orders. The works in the most important branches of industry are stated to be assured of occupation for several months. The prevailing opinion would appear to be that, while the activity in home trade will be continued for some time, the influence of the changed conditions on the money market will bring about a less favourable situation, for which it is hoped the continued expansion of export trade will offer compensation.

The unemployment figures furnish a reliable index of the steady increase of activity in German trade and industry. On January 15 the number of publicly supported unemployed was 1,839,875. There has since been a steady decline in unemployment until on October 1 the number was 355,462, which is the lowest figure for the year. The reports of thirty trade unions for September give the percentage of fully unemployed members at 4.7 as compared with 5.1 per cent in August and 16.6 per cent in September, 1926.

Insolvencies remain at figures below normal, with a decreasing tendency. The number of bankruptcies in July was 428, in August 407, and in September 360, while in July 139 firms applied for official receivership, in August 146, and in September 97. Firms trading in goods comprised the bulk of the insolvencies.

One of the most eloquent indications of the boom in home trade is that afforded by the figures of average daily railway freight car loadings. The average number of cars loaded has gradually increased from around 130,000 a day in January to 160,500 a day in the first week of October. This compares with 143,200 cars a day in the same week last year.

PRICES AND WAGES

In the last few weeks a tendency for prices to rise has been noticeable. The wholesale price index, which stood at the lowest level for the year in April at 134.8, rose to 137.9 in August, then jumped to 139.7 in September, and in

the middle of October was 139.9. The cost of living index was highest in July at 150 as compared with 144.6 in January. It has since declined to 147.1 in September.

Legal rents were increased on October 1. Combined with the increase in the retail prices of important commodities, this has given rise to a number of wage disputes in several important industries. A strike broke out in the Central German lignite industry, involving over 60,000 employees, and was settled after some concessions by the employers. Other wage disputes are impending.

The movement of wages in Germany has continued in a steady upward direction. The average weekly wage in twelve leading trades amounted in September to reichsmarks 49.02 for skilled and reichsmarks 36.63 for unskilled workers. This compares with reichsmarks 46.36 and 34.46 respectively last January and reichsmarks 38.78 and 28.93 respectively in January, 1925.

The Government have brought in a bill for an all-round increase in salaries of officials. In connection with this bill the Minister for Economic Affairs has announced the intention of the Government to resist any tendency for prices to rise which would offset the increase in officials' pay.

THE MONETARY POSITION

The Reichsbank on October 4 increased its discount rate from 6 to 7 per cent. The previous increase from 5 to 6 per cent had taken place on June 10. The latest increase appears to have been prompted by the relatively rapid rise of the note circulation in harmony with the boom in home trade. The note circulation of the Reichsbank on September 30 amounted to 4,182.4 million reichsmarks, while the combined circulation of currency totalled 6,141 million reichsmarks as compared with 5,390 millions at the end of January. The gold and exchange cover of the Reichsbank for its note circulation fell to 48 per cent. Since the raising of the bank rate the note circulation of the Reichsbank has fallen, amounting on October 15 to 3,792.6 million reichsmarks.

The discussions which have been going on both in Germany and abroad regarding the dangers of excessive foreign borrowings were renewed by the hitch in issuing the prospectus for the thirty million dollars Prussian State loan. Fears have been expressed that the repayment of principal and interest on the foreign loans might put so great a strain on the foreign exchange market as to render difficult the transfer of reparations. The discussions have had a healthy effect in further emphasizing the desirability of utilizing as large a proportion as possible of the foreign loans for financing exporting industries. Two leading German banks, the Deutsche and Commerz-und Privat Banks, have recently raised foreign money on bonds, the proceeds of which will chiefly be used for financing exporting industries.

Foreign capital still continues to be invested in Germany in large amounts, a total of around 570 million reichsmarks of foreign loans being raised in the first three weeks of October. The inflow of foreign currency from the loans raised abroad has depressed the foreign gold exchanges, and on October 19 the dollar fell to reichsmarks 4.183, which is the lowest quotation since the stabilization and is not far from the gold import point.

It is evident that with the loss of working capital through the inflation chief reliance must be placed on foreign capital for financing German trade and industry until the accumulated savings become more sufficient for this purpose. Savings bank deposits continue to steadily expand, but the rate of increase is necessarily slow. The total for August was 4,246 million reichsmarks as compared with 3,385 millions in January and 1,798 millions at the beginning of 1926.

With the increase of the bank rate the fluidity of the money market was further restricted. Only after the middle of October did the strain of the monthly settlements commence to relax, instead of shortly after the beginning of the month as has been usual. The private discount rate was raised twice in one week during October and nearly attained the official rate.

The lack of fluidity in the money market has effectively checked speculation on the stock market. There has been a fall in practically all leading stocks, which has wiped out a considerable part of the rise of last year and the first few months of this year. The share index of the *Berliner Tageblatt* fell to 142.7 on October 14, as compared with 154.8 on July 15 and 161.2 on February 11. A further marked drop in share values has taken place during this week.

PUBLIC FINANCES

The returns of revenue from taxation continue to show favourable results. The revenue for the first half of the current fiscal year amounted to 4,115.4 million reichsmarks, which is 240 million reichsmarks in excess of half the estimated revenue for the year. The heavy grain imports in the spring are reflected in an excess of customs revenue over the estimates, while the remainder of the excess revenue is mostly derived from the receipt of taxes on consumption as a consequence of the prosperity of domestic business. In addition to surplus revenue, the Minister of Finance has estimated that on the side of expenditure the savings on unemployment relief for the current year will amount to 200 million reichsmarks.

Considerable discussion has taken place with regard to excessive expenditure by public bodies in Germany and the need for more economy. This discussion is partly related to the utilization of the proceeds of foreign loans by the Federal States and municipalities, but the subject has been brought to a head by three bills which the Federal Government have introduced. These bills are the Officials' Salaries Bill, the War Compensation Bill, and the Education Bill. The first is estimated to involve additional expenditure of 155 million reichsmarks for the remainder of this financial year and 310 million reichsmarks a year thereafter. The Compensation Bill is estimated to involve an annual charge on the Budget of around 100 million reichsmarks for a number of years. The reorganization of schools provided for in the Education Bill may not involve any immediate charge on the Budget, but will ultimately mean additional annual expenditure.

The Agent-General for Reparation Payments is stated to have addressed a confidential memorandum to the Minister of Finance on the increase in public expenditure. This has given rise to a general discussion of German financial policy. Resolutions have been passed by commercial organizations urging for a more stringent control over public expenditures and greater economy.

REPORTS FROM THE VARIOUS INDUSTRIES

The principal German industries report a favourable degree of activity throughout the past three months.

The production of coal in the Ruhr district amounted to 9,692,922 tons in September. There has been a very steady daily average output throughout the past six months of around 370,000 tons. Mine stocks increased during September from 377,000 tons to 494,000 tons of coal.

The production of pig-iron and raw steel also continues to be very steady. The total output of pig-iron amounted to 1,116,000 tons in August and 1,100,000 tons in September, and that of raw steel to 1,426,000 tons in August and 1,370,000 tons in September. The Steel Works Association reports a small falling off in orders, but present orders suffice to keep the works well employed

for the next two or three months and a marked decline in the home demand is not expected. Foreign business was reported to be satisfactory only in the case of iron rods. The wire rod mills have only orders on hand to keep them occupied for a few weeks as the demand for wire products is experiencing a seasonal decline.

The German machinery and engineering industry continues to enjoy great prosperity. Domestic orders were even greater in September than in previous months, but no improvement is reported in the receipt of orders from abroad. The industry is working at about 77 per cent of capacity. The situation is more favourable for metal-working machinery than for wood-working machinery. Seasonal influences have caused a lesser employment in the agricultural machinery industry.

The Potash Syndicate marketed 118,629 tons of potash in September, which is a considerably larger quantity than in any of the preceding five months. Other fertilizers also have been subject to more active trading.

The cotton spinning and weaving mills are fully employed up to the end of the year and in part still longer. On the other hand, the order books are not so full as in previous months. The woollen mills have also in most cases work in hand to keep them busy until next spring. The export of woollens has become fairly active. The flax spinners and linen mills are also well occupied in supplying domestic orders. Apart from silk ribbons, all branches of the silk industry report satisfactory business.

The position in the boot and shoe industry is not uniform. In some districts the business is satisfactory, but on the whole this industry is adversely affected by the rise in hide prices.

The factories making toys are in general well employed.

The position in the lumber industry has undergone no marked change. Satisfactory business is being done in cabinetmakers' material, while the demand for building material, owing to the favourable weather in September, was so considerable that a certain shortage of logs is being experienced.

FOREIGN TRADE

The foreign trade statistics, in thousands of reichsmarks, for the three months, July, August, and September are as follows:—

	July 1927	Imports August 1927	September 1927	July 1927	Exports August 1927	September 1927
Live stock	13,472	13,166	16,684	889	1,058	1,143
Food and drink	437,275	336,225	360,671	24,708	31,726	42,142
Raw and semi-manufactured goods	603,342	589,957	567,930	187,584	207,120	196,469
Finished goods	223,200	221,450	229,692	633,825	628,651	693,165
Merchandise only	1,277,289	1,160,798	1,174,977	847,006	868,555	932,919
Gold and silver	4,632	49,342	9,586	1,543	1,781	2,986
Total	1,281,921	1,210,140	1,184,563	848,549	870,336	935,905

The above table does not include reparation deliveries in kind.

The outstanding feature of the trade figures is the marked increase in the exports of finished goods in September. This made the total value of exports higher than for any previous month since the war. The increase of 64 million reichsmarks in the exports of finished goods in September over August served to reduce the unfavourable balance of trade from 292 million reichsmarks in August to 242 million reichsmarks in September, in spite of a small increase in total imports during the latter month.

The imports of raw materials and semi-manufactured goods underwent a small decrease in September. The opinion is expressed that the raising of the

bank rate in October and the general tightness of the money market will serve to further restrict importations of raw materials. It is also hoped that the exports of finished goods will continue to expand as the reorganization of German industry during the past two years has been largely carried out with a view to increasing its competitive power on foreign markets. These factors should materially reduce the unfavourable balance of trade.

The chief increases in exports of finished goods in September were those of machinery, furs, paints and varnishes, toys, rolled metal products, ironware, leather and leather goods, and musical instruments.

On the import side less textile materials were imported in September, while the principal increases were in the food and drink group, such items as rice, barley, wheat, eggs, and butter being imported on a larger scale than in the previous month.

Imports of wheat flour in September amounted to only 2,309 metric tons, bringing the total imports for the first nine months of the year to 44,076 tons as compared with 99,115 tons in the same period last year. On the other hand, the imports of wheat in the nine months were 1,876,738 tons as against 1,644,557 tons in the same period last year, the September imports amounting to 198,012 tons.

GERMAN CENSUS OF MOTOR VEHICLES

TRADE COMMISSIONER L. D. WILGRESS

Hamburg, October 26, 1927.—The results of the German census of motor vehicles taken on July 1, 1927, have been published in *Wirtschaft und Statistik*. The total number of motor vehicles is given at 723,935, an increase of 152,042 or 26.6 per cent over the previous year. Of this total, passenger motor cars numbered 267,774 and motor trucks 100,969.

The number of passenger motor cars has increased during the year by a third, the greatest increase being in the small cars with a registered horse-power of up to 6 h.p. Similarly in the case of motor trucks the chief increase has been in the number of smaller trucks weighing from 1 to 2 tons. There has also been a very considerable increase in the proportionate number of motor cycles with low horse-power.

The following table compares the results of the German motor vehicle census in the last two years:—

Number of Motor Vehicles in Germany

Description	1926	1927
Motor cycles up to 1.5 registered h.p.	141,133	177,113
Motor cycles with over 1.5 up to 3 registered h.p.	86,358	109,365
Motor-cycles with over 3 registered h.p.	8,920	8,708
Small motor cycles	26,934	44,040
Passenger motor cars up to 6 registered h.p.	79,514	122,731
Passenger motor cars with over 6 up to 10 registered h.p.	73,020	82,169
Passenger motor cars with over 10 up to 14 registered h.p.	27,217	33,393
Passenger motor cars with over 14 up to 18 registered h.p.	14,983	16,112
Passenger motor cars with over 18 registered h.p.	6,667	6,737
Motor omnibusses	5,086	6,632
Motor trucks weighing up to 1 ton	9,736	12,834
Motor trucks weighing over 1 up to 2 tons	23,472	30,964
Motor trucks weighing over 2 up to 3 tons	9,506	10,101
Motor trucks weighing over 3 up to 4 tons	20,010	19,029
Motor trucks weighing over 4 tons	27,305	28,041
Motor locomobiles with space for freight	10,263	13,706
Motor fire engines and street cleaning machines	1,769	2,260
Total motor vehicles	571,893	723,935

INCREASE IN FOREIGN CARS

No indication is given in the census of the proportion of foreign motor vehicles in the above figures. This can only be deduced from the foreign trade returns. According to the above table, the number of passenger motor cars in Germany increased by 61,287 in the year from July 1, 1926, to July 1, 1927. During this period a total of 12,679 passenger motor cars, including chassis with motor, were imported from abroad. Similarly the number of motor trucks and special purpose cars increased by 11,431 and the imports totalled 1,765. The increase in the number of motor cycles was 75,881 and 5,364 motor cycles were imported during the year in question.

DISTRIBUTION BY PROVINCES AND CITIES

The statistics by provinces show that the distribution of motor vehicles is fairly general throughout Germany. In proportion to population, Saxony leads with one vehicle to every 65 inhabitants. The Rhineland, which a few years ago occupied a leading position, now stands rather far down in the list. Upper Silesia, East Prussia, West Prussia, Pomerania, and Westphalia show the least development of motor transport in proportion to population.

A comparison of the figures for the forty-five cities of Germany with a population of over 100,000 gives the leading positions to Stuttgart with one motor vehicle to every 42 inhabitants, Munich with one to every 44, and Cologne with one to every 46 inhabitants. Berlin and Hamburg stand relatively far down in the list with one vehicle to every 66 and 70 inhabitants respectively, while the manufacturing cities of the Ruhr district have comparatively few motor vehicles in proportion to population.

COMPARISON WITH OTHER COUNTRIES

The motor vehicle census indicates that, in spite of the progress made in the last few years, the development of motor transport in Germany still remains behind that of most European countries. Taking the number of passenger motor cars and of motor trucks and leaving motor cycles out of consideration, there was one motor car in Germany on July 1, 1927, to every 171 inhabitants as compared with one to every 211 inhabitants in the previous year. The number of inhabitants to one motor car for other representative countries is as follows: United States, 5; Canada, 11; New Zealand, 11; Australia, 16; Denmark, 42; Great Britain, 43; Argentine, 43; France, 44; Sweden, 61; Switzerland, 75; Belgium, 80; Union of South Africa, 90; Holland, 106; Spain, 161; Germany, 171; Mexico, 275; Italy, 290.

TRADE COMMISSIONER JAMES A. LANGLEY'S VISIT TO CANADA

Mr. James A. Langley, Canadian Trade Commissioner in Kobe, Japan, has arrived at Vancouver and is about to undertake a tour of the Dominion in the interests of Canadian trade with Japan. Canadian firms who desire to be brought in touch with Mr. Langley or to interview him are requested to communicate with the Department of Trade and Commerce, Ottawa, in order that the necessary arrangements may be made.

THE LONDON LUMBER MARKET

ACTING TRADE COMMISSIONER J. C. MACGILLIVRAY

[NOTE.—1 load = 50 cubic feet; 1 Petrograd standard = 165 cubic feet.]

London, November 3, 1927.—As the principal lumber importing country of the world, the quantities of lumber and logs brought into the United Kingdom are on the average almost three times as great as those of the next largest world purchaser, a position which has fluctuated during the past few years between France and Germany. After the heavy cutting which took place during the war, the forest resources of the United Kingdom are now so depleted that probably over 90 per cent of the country's annual requirements must be imported from abroad. No statistics of domestic production are available, but 10 per cent of the total may be taken as a liberal estimate.

In 1926 the imports consisted of 4,790,197 loads of building and general utility woods; 605,209 loads of planed or dressed lumber; 279,650 loads of softwood logs; over 6,000,000 cubic feet of hewn hardwoods; over 24,856,000 cubic feet of sawn hardwoods; 1,583,919 loads of pitwood, as well as over 335,000 loads of staves, railway sleepers, veneers and panels, all with a total value of £39,268,876. Large as these figures are, 1926 was a comparatively poor import year owing to the unsettled economic conditions. This is substantiated by a glance at the values of lumber imports in previous years, which in 1925 amounted to some £46,500,000, in 1924 to over £51,000,000, and in 1923 to nearly £48,000,000.

DESTINATION OF IMPORTS

London leads all the United Kingdom ports as a receiver of imported lumber, with Liverpool and Manchester occupying second place. The distribution of softwoods during 1925—the last year for which figures are available—was as follows:—

	Loads		Loads
London.. . . .	1,776,000	Bristol Channel district.. . .	472,941
South Coast ports	309,866	West Coast ports.	1,096,627
East Coast ports.	370,185	Scottish ports.. . . .	547,408
Humber ports.. . . .	897,638	Irish ports	117,000
Northeast Coast ports	420,195		

The Surrey Commercial Docks at Rotherhithe, in the eastern part of London, are easily the largest and most important wood docks in the United Kingdom. They have an area of approximately 380 acres, of which 150 are water and 230 land, while the docks themselves are 4½ miles in length. A new dock was completed but a short time ago, which provided five additional 400-foot discharging berths, or sufficient accommodation for seven or eight vessels up to 350 feet in length. It also has under-cover storage for 15,000 Petrograd standards of wood and open storage for 21,000 standards. Even with this addition, the accommodation is, however, proving inadequate owing to the rapid growth of the softwoods trade and at the time of writing there is a serious congestion of lumber at the Surrey Commercial Docks. It might be mentioned in passing that the West Coast ports rather than London receive the bulk of the shipments of Canadian spruce and pine deals and battens, although London on the other hand is the destination of large quantities of Douglas fir and hardwoods.

WOODS USED

The most generally used wood in the whole of Europe for housebuilding and other common constructional work is the *Pinus Sylvestris*, which grows in more or less profusion throughout the greater part of the Continent. It bears many names, such as Scotch pine, Baltic fir or Northern pine, although in the timber

trade it is generally referred to as from the various countries from which it was shipped, as for instance, Norwegian red or yellow wood or Swedish red or yellow wood, the colour being used to distinguish it from the white spruce. This *Pinus Sylvestris*, comparatively cheap in price and easily obtainable, has an enormous number of uses which include after building, for boxes and packing cases, joisting and flooring, and the better qualities for joinery and woodwork. It is shipped into this country in enormous quantities in almost innumerable sizes from 4 inches wide by 11 inches thick, in long lengths, down to a quarter-inch by one-inch laths.

After pine, the next most important wood is ordinary spruce, *Picea Excelsa*. It is cheaper than pine but can be put to most of the same uses and it is the general purpose wood for rough and inexpensive work. In the British timber trade it is commonly referred to as white wood to distinguish it from the reddish or yellowish pine.

The most important woods from Canada are white, black and red spruce, although they are not used to anything like the same extent as the European woods referred to above. Low freight rates give the Continental lumber shipper an advantage in this respect which cannot be overcome. In former years, Canadian spruce had the largest share of the West Coast trade, while the Baltic pine and spruce was more particularly confined to the East and South. Recently, however, these cheaper products have successfully invaded the West and taken a lot of business which was formerly in Canadian hands.

White, yellow and red pine from Canada are also shipped in small quantities to the British market. The white or Weymouth pine is demanded in sidings 3 inches thick by 4 inches and up wide and 6 to 16 feet in length. The yellow pine is an excellent wood for cabinet work and joinery on account of its appearance and the ease with which it may be worked. It is expensive, however, when compared with European pine and as a result the demand is restricted and cheaper substitutes are used.

Among the Canadian woods, the greatest future undoubtedly lies ahead of Douglas fir. It is increasing in popularity as is evidenced by the increased number of inquiries which are received by this office regarding it, and it is held in the highest esteem for such uses as doors, panels, interior finish, decking, and flooring, and it is gaining favour as vat and pipe staves. Its use by the Port of London Authority for the construction of the new docks at Tilbury has been an excellent advertisement. Many contracts now specify that Canadian Douglas fir must be used.

Although the use and consumption of Douglas fir will increase in the United Kingdom, it will never under present conditions supersede the European pine and spruce for general work. Once again the high freight rates from British Columbia compared with the much lower ones from the Baltic will confine the Canadian wood to the uses for which it is particularly suited and for better-class construction work.

The demand for Sitka spruce is small. In addition to aeroplane work it is used for piano sounding boards, ladders and oars, none of which make use of large quantities. Eastern and Western Canadian hemlock are both on the British market from time to time, as is Pacific Coast red cedar, but only to a very limited extent.

Among the other lumber imported into the United Kingdom from foreign countries is American pitch pine, which accounts for the bulk of United States exports to this country. It is used for shipbuilding, engineering and railing work and competes with Douglas fir for such purposes, but owing to its enhanced price at the present time the Douglas fir is steadily gaining ground at the expense of the pitch pine.

IMPORTS

Finland heads the list of log and lumber shippers to the United Kingdom market. In 1926 she supplied over 15 per cent of the total imports of rough sawn lumber, some 6 per cent of the planed or dressed lumber, 15 per cent of the logs, and nearly 24 per cent of the imports of pitwood, in addition to other small contributions. Sweden, Norway and Russia are among the other countries supplying large quantities.

The softwood imports of rough sawn lumber, dressed lumber and logs, into the United Kingdom in 1925 and 1926, by loads, together with the percentages from each shipping country and the per load value, which includes cost, insurance and freight, were as follows:—

	Quantities		Sawn Lumber Per Cent of Total		Price per Load			
	1925	1926	1925	1926	1925		1926	
	Loads	Loads			£	s. d.	£	s. d.
Russia	952,713	722,929	19.08	15.09	4	15 7	4	9 2.4
Finland	1,408,185	1,523,988	28.20	31.81	4	7 3.3	4	2 7.8
Latvia	368,146	300,692	7.37	6.28	4	11 0.7	4	7 2.3
Sweden	925,668	885,817	18.54	18.49	4	14 7.5	4	10 8.4
Norway	117,580	104,530	2.36	2.18	5	5 7.8	4	17 6.5
Poland	246,756	514,358	4.94	10.74	4	5 8.8	4	0 2.7
Germany	25,234	38,737	0.51	0.81	4	15 10	4	7 8.5
United States	194,138	179,101	3.89	3.74	8	18 3.6	8	14 8.9
Canada	351,928	236,447	7.03	4.94	6	6 0.7	6	13 3.5
Other countries	402,556	283,598	8.06	5.92	4	9 1.6	4	3 7.6
Total	4,992,904	4,790,197	99.98	100.00	4	17 3.7	4	11 6.2

	Quantities		Dressed Lumber Per Cent of Total		Price per Load			
	1925	1926	1925	1926	1925		1926	
	Loads	Loads			£	s. d.	£	s. d.
Finland	20,373	37,190	3.62	6.14	5	13 0	5	8 6.3
Sweden	341,575	374,215	60.75	61.83	5	19 5.6	5	12 9.8
Norway	176,646	171,193	31.42	28.29	6	0 2.2	5	15 1.1
Germany	652	1,884	0.12	0.31	5	8 8.2	4	16 8.3
United States	6,752	3,922	1.20	0.65	13	8 8.6	12	16 9.6
Other countries	16,221	16,805	2.89	2.78	6	13 2.1	6	9 1.8
Total	562,220	605,209	100.00	100.00	6	1 7.6	5	14 6.4

	Quantities		Logs Per Cent of Total		Price per Load			
	1925	1926	1925	1926	1925		1926	
	Loads	Loads			£	s. d.	£	s. d.
Russia	159,322	82,515	34.89	29.51	2	7 6.8	2	7 10.1
Finland	69,701	54,642	15.26	19.54	2	5 1.9	2	8 9.3
Sweden	48,809	31,992	10.69	11.44	4	6 2.2	4	5 4.7
Norway	48,972	18,063	10.72	6.46	4	9 0.9	4	7 4.0
Germany	261	693	0.06	0.25	4	19 6.5	4	18 7.7
United States	71,924	35,167	15.75	12.58	7	17 1.9	7	11 9.8
Canada	14,455	11,435	3.17	4.09	11	17 3.3	6	6 7.7
Other countries	43,221	45,143	9.46	16.14	3	15 0.2	3	7 11.4
Total	456,665	279,650	100.00	100.01	4	1 8.1	3	14 6.5

The foregoing figures illustrate the hold which the Northern European shippers have on the United Kingdom lumber market. Thus an analysis of the imports in 1926 show that 85.4 per cent of the imports of sawn lumber, 96.57 per cent of the dressed lumber, and 66.2 per cent of the softwood logs came from Europe. Of the logs, the United States supplied a further 12.58 per cent, making a total of 78.78 per cent from foreign countries. The Baltic lumber exporter looks upon the United Kingdom as his first and best market. In fact, the state of the British lumber market invariably reacts on the economic condition in a number of the smaller European States.

In this connection, it is interesting to compare the total exports of a number of the Continental countries with the exports to the British market. The figures

which follow and show these were prepared by a large firm of London timber dealers. While they are unofficial, they may be considered as approximate and fairly accurate. The figures are in standards.

	Exports to the United Kingdom		Total Exports	
	1925	1926	1925	1926
Norway	88,000	84,000	133,000	129,000
Sweden	400,000	402,000	1,020,000	915,000
Finland	445,000	495,000	1,030,000	1,120,000
Russia	285,000	218,000	405,000	320,000
Estonia	42,000	48,000	57,000	68,000
Latvia	53,000	61,000	99,000	85,000
Lithuania	17,000	2,000	31,000	11,000
Poland and Danzig . .	75,000	250,000	290,000	530,000
Germany	2,000	2,000	26,000	20,000
Czechoslovakia	21,000	8,000	195,000	135,000
Other countries	292,000	90,000	651,000	....
Total	1,720,000	1,660,000	3,937,000	....

There are conflicting reports heard from time to time regarding the denudation of the forests in these countries, some of which are undoubtedly founded on fact, while others are misleading. In some of them where production means life and where lumber is one of the most important merchantable assets, there has probably been excessive cutting during the past few years. In others, reafforestation and careful production are being used to perpetuate the forest wealth for future generations. This is particularly the case in Finland, where not only is this being done but timber is being cultivated to meet the enhanced demand in the years to come. In addition, there is a large and untouched reservoir in Russia which in the future must become an increasingly important factor in the British market.

ORGANIZATION OF THE LUMBER IMPORT TRADE

It is not customary in London for lumber exporters to sell direct to consumers. The only exceptions are the limited number of purchasers who may use large quantities. The usual procedure is to employ an agent or possibly two brokers at each of the lumber receiving ports in the British Isles. The remaining link in the chain is the merchant, who finally sells to the consumer. The service of such an intermediary as a broker or agent is particularly valuable in the lumber trade, into which such a variety of sizes and specifications enter. It is convenient for exporters to offer the surplus available from their mills *en bloc* and the broker, who knows the particular requirements of each merchant, with whom he is in daily touch, is able with a minimum of trouble to place the goods where they are wanted. These brokers are, moreover, in many cases of high financial standing and often play an important part in the financing of the trade, and most are willing to guarantee their customers' accounts.

One of the oldest customs of the London lumber trade is selling by auction, a procedure which is considerably more than a century old. The leading agents are also usually brokers and conduct the sales.

PRESENT POSITION OF THE LONDON MARKET

The import of sawn lumber up to the end of October has shown an increase of nearly 1,250,000 loads when compared with the corresponding period of 1926, and planed and dressed lumber, 101,722 loads. The current year promised to be an active one from the building point of view and accordingly preparations were made to secure adequate lumber supplies. As it has turned out, however, building has not increased, but as the construction lumber has come in in larger quantities and earlier than in previous years, a congestion at the docks has been created. Further arrivals for 1927 are unlikely to be large. Much of this will not be ready for consumption purposes for some weeks.

Deliveries ex docks are over 60,300 Petrograd standards in advance of a year ago. With the large stocks in the yards and on the wharves importers and

merchants have control of the market and will have for the balance of the year. Spot demand for both dressed and rough lumber is good. Spot prices for building woods are showing steadiness with an improvement anticipated in the building trades and other large industries which will increase the demands for wood.

The demand for American pitch pine and other floated woods shows an improvement, while stocks held in London are only moderate. This is consistent with the increased activity in the shipbuilding industry. Canadian softwoods have been imported into London more freely, with Douglas fir in chief request. Canadian pine and spruce is not in heavy demand and present stocks are sufficient.

Hardwoods, mostly of medium grades, are also coming in freely. Sawn hardwoods have been imported this year over 3,000,000 cubic feet in excess of 1926. Of this amount, some 810,000 feet are of Canadian origin and 1,700,000 from the United States, and the excessive American supplies are tending to cause a market depression.

MARKET FOR CERTAIN PIANO WOODS IN THE LONDON AREA

ACTING TRADE COMMISSIONER J. C. MACGILLIVRAY

London, October 31, 1927.—Inquiries have recently been received from importers who are anxious to secure quotations on Canadian piano keyboards, scunding boards, and key rails. The piano industry in the London area is an extensive one and it must necessarily use quantities of these materials. Before the war all of them were imported to a certain extent from Canada, but at the present time the bulk of the business is with the United States and other foreign countries.

The keyboards which are wanted must be of basswood, and vary in size from 4 feet to 4 feet 2 inches in width, by 14 to 18 inches in length, with 75 per cent of the requirements in the longer lengths. These specifications are secured by gluing together segments of the wood until the necessary width is secured. It is essential that the wood be white in colour and free from knots or other defects. The boards are usually planed down to a thickness of one inch, and then sanded down to seven-eighths of an inch. One inquirer states he can use 100,000 to 120,000 of these per year.

In packing, care must be taken to prevent damaging or bruising the boards in any way. Mishandling in transit, if they are not properly protected, will render them useless for the purpose for which they are required. The procedure which is generally followed is to secure them in crates, each crate containing fifty boards, and to cover the outside with rough veneer or some similar material.

Spruce sounding boards are also asked for. These come in a fair variety of sizes, the majority being about 4 feet square. As in the case with the keyboards, these must also be securely crated to avoid bruising.

In addition to keyboards and sounding boards, key rails are in demand. These are made of hard maple and shipped in the rough, in sets. One set consists of two pieces, with the following dimensions: one, 4 feet 2 inches long by 1 inch thick by 3½ inches wide, and the other, 4 feet 2 inches long by 1¼ inches thick by 2 inches wide. Here again, bearing in mind what the rails are to be used for, only prime wood should be used. They are usually shipped in small bundles and, being cut rough, they are much less liable to be damaged than the others alluded to above.

Any Canadian exporters who may wish to get in touch with consumers of these products are invited to communicate with the office of the Canadian Government Trade Commissioner in London, giving particulars and quoting prices c.i.f. that port.

INDUSTRIAL AND ECONOMIC CONDITIONS IN THE MIDLANDS AND SOUTH WALES

TRADE COMMISSIONER DOUGLAS S. COLE

The Midlands

Bristol, October 31, 1927.—The trade reviews of the Midlands have given considerable publicity to views expressed by the Chairman of the United Steel Companies, who during the past week stated that unequal foreign competition is resulting more and more in the slowing down of employment. This he stated applied first in the steel trade, second in the ancillary trades of coal, coke and ore mining, and third in the finishing trades. The view is frequently expressed that Continental nations with their protected home markets are able to dump their surplus production in this country at prices fixed without reference to economic cost.

PROGRESS IN MOTOR TRADE

Reports from Coventry give a more cheerful side of the economic situation. Manufacturers state that resulting from the Motor Show trade will be good for several months. It will be appreciated that the entire Birmingham area is associated with the motor, motor cycle and accessory trades, and the success of the London Motor Show has gone a long way to bringing back the feeling of optimism amongst manufacturers affiliated with these trades. This is borne out by the unemployment returns for the past week, which show a satisfactory reduction in the case of total unemployment and in the number temporarily suspended. Hopes are expressed that the Cycle and Motor Cycle Show which follows the Motor Show will prove an equal success.

In the Leicester and Northampton area there is an improvement in the boot and shoe trade following upon a long period of unsatisfactory trade. There appears to be a fair demand for ladies' high-legged boots, and still a fair demand for Cossack boots.

In the engineering trades the position has not materially altered for some months and may be described as dull. Demands for machine tools and wood-working machinery have distinctly fallen off. The Leicester Chamber of Commerce reports that makers of constructional iron work appear to be fully employed.

BANK CLEARINGS

Bank clearings would indicate that, in spite of pessimistic returns from some sections of the country, trade is better than last year. Following the general strike business was most unsatisfactory and continued so for the balance of 1926. The following are the bank clearings for three of the principal cities of this area:—

	1926		1927	
	August	September	August	September
Birmingham	£8,344,000	£8,771,000	£9,714,000	£9,016,000
Bristol	4,556,000	4,661,000	5,054,000	4,921,000
Leicester	2,666,000	3,047,000	2,869,000	3,223,000

UNEMPLOYMENT

Unemployment figures for the Midlands for the first week in October are given as 129,000, a decrease of approximately 15,000 over the previous month. In the South-Western Provinces, which take in the West of England, as outlined in the *Ministry of Labour Gazette* the total unemployed at the beginning of this month is given as 54,000.

In South Wales the position is much worse, as there is an increase of 10,000 unemployed, the figures of the total registered unemployed having been 137,000 at the beginning of October. This of course is owing to the continued depression in the coal trade. Coal miners unemployed in South Wales and Monmouthshire were given as 86,000 on October 1, 31.7 per cent of the total. This figure is an increase of 3.3 per cent over August, and 1.1 per cent over a similar period in 1925.

MOTOR TRANSPORTATION

In August, 1927, the Ministry of Transport gave the city of Bristol a registration of over 31,000 mechanically propelled vehicles, which places it in sixth place for all provincial cities in the United Kingdom. In this registration Birmingham is in first place, followed by Manchester, Liverpool, Sheffield, Leeds, and Bristol. Taking the population of the city at 425,000, this gives roughly one to fourteen of the population. This, however, forms no proper basis of comparison with Canadian figures, as motor cycles form a heavy proportion of the total number and commercial vehicles are included. Traffic, it will be judged therefrom, is not nearly so dense in England as in cities of corresponding population in Canada. Nevertheless an entirely new field of consumption has been opened up by the baby class of motor cars of 7 horse-power. These sell in the vicinity of \$700. Their big advantage is low gasoline and oil consumption and a low motor tax of \$35. This view of what is considered a low license tax may seem odd in Canada, but it must be remembered that up to the present the owner of a Ford paid a license tax of approximately \$115 per annum.

Canadian motor cars form a healthy proportion of the road traffic. The day of cheap imported cars of high horse-power is definitely over. They are no longer in evidence on the road so far as 1927 models are concerned. This summer the price of petrol or gasoline was reduced to 29 cents per Imperial gallon, and this has had a direct and stimulating effect on motor traffic.

BEET SUGAR CULTURE

In view of the steady trade in Canadian refined sugar, it is interesting to note that the Secretary of the Anglo-Dutch Corporation announced this summer that a site had been secured near Bridgwater, Somerset, upon which a factory will be erected in time to receive the 1928 beet crop, with the proviso that the farmers guarantee to grow the necessary acreage under the terms of contracts to be agreed upon between the National Farmers' Union and the beet sugar manufacturers for the next three years. Somerset has promised 4,000 acres and Wiltshire 2,400, and the total has since been increased to nearly 10,000 acres for the three counties. The Farmers' Union has urged its members to take up contracts and the construction of the factory now appears assured.

South Wales Situation

Considerable apprehension has been felt in South Wales concerning the proposal of the Spanish authorities to grant a monopoly for the import and distribution of British coal under the auspices of the Asturian colliery owners. This would involve arrangements for the purchase of Spanish shipments of British coal from a group in England, and would appear to be contrary to the desire expressed on behalf of Spain in the note to the Anglo-Spanish Commercial Treaty of April last.

After many months of depression it is a pleasure to report that some improvement is noted in the South Wales Coal trade. There is a recovery of about 50,000 tons over the past fortnight, and it is hoped that the export trade will soon reach 500,000 tons per week. Should this be the case, the total output

would soon exceed 1,000,000 tons per week. Two depressing factors are the failure of expansion in the inland trade and the increased demand for oil fuel in tenders for the British Admiralty.

The heavy importations of foreign steel for the tinplate and sheet industries are a depressing feature in the market. At the present time the tinplate manufacturers are in a rather bad way owing to developments by American manufacturers who can undersell by a considerable margin their Welsh competitors. It is believed that if the tinplate trade is to be re-established makers will have to co-operate more closely both as regards output and prices in order to avoid over-production and low selling prices.

INDUSTRIAL CONDITIONS IN NORTH OF ENGLAND

TRADE COMMISSIONER HARRY A. SCOTT

Liverpool, November 2, 1927.—General trade conditions in the North of England continued to improve during the past month. Cotton and coal are still very disappointing as a whole, but a seasonal revival has been noticeable in several of the smaller industries, and the increasing activity in the shipyards of this area is expected to give a steady stimulus to many branches of the steel and engineering trades.

The latest Board of Trade returns available contain further encouraging evidence of expansion in export trade. The hopeful view has been expressed recently by the President of the Federation of British Industries that the worst phase of the period of stagnation in exports is past and that the movement will from now on be steadily upwards, though not perhaps at its pre-war rate. Meanwhile, industrial activity during the remainder of 1927 is expected to be greater than during any corresponding period for several years past.

Reports from the cotton trade are still discouraging, as, although there has been a fairly steady trade in the finer cloths section of the industry and a little more general inquiry from overseas buyers, the large American spinning section remains depressed. It was hoped, from the announcement made at the beginning of October—following a number of important conferences—that a successful scheme had at last been found to help re-establish the Lancashire cotton industry to normal conditions. Unfortunately, the attempt to unite the policy of the Federation of Master Cotton Spinners and the newly formed Yarn Association on the question of reorganizing that section of the trade which is engaged in spinning American cotton has not yet succeeded, the necessary 80 per cent of spinners in favour of the scheme not having been registered. The raw material situation has considerably hampered trade for some time past. Twelve months ago, when the cotton trade had before it the prospects of handling the largest American crop grown at the price of 6d. per pound, hopes were entertained of the return to full-time work. Although cotton did not drop to 6d., it was obtainable last December at as low as 6½d., and with this price prevailing the outlook was temporarily improved. The prospects of a trade revival gradually fell away and by the spring of this year the price of raw material had advanced to 8d. It is now over 10d. and has been higher, with the result that buyers have been little inclined to purchase ahead. This long-continued indifference of customers has seriously affected a great many of even the best equipped firms, and generally restricted business. An encouraging feature connected with the cotton trade has been the increased interest being taken by spinners and also textile machinists in uniting artificial silk and cotton yarns not only of fine quality but of coarser counts. It is generally recognized that the possibilities in this new departure are very important, and that Lancashire, having retained supremacy in the spinning and manufacture of cotton goods of the best qualities, is in an exceptionally favourable position to undertake the development of this new industry.

On the whole, conditions in the Bradford woollen industry continue to show general improvement. The outlook has lately been disturbed by difficulties which have arisen between employers and the trade unions over the existing wages agreement, and the dearness of raw material has also been causing considerable concern to spinners and manufacturers, who complain that their customers will not pay higher prices for either yarn or piece goods. At the same time it is generally agreed that trade as a whole has been gradually recovering during the past six months, as a slightly increased demand seems to have developed for several classes of woollen goods produced in this district.

More favourable reports have been coming lately from the Northeast Coast iron and steel producing districts, one or two additional blast furnaces having been restarted. Steel works have improved their order books, British mills continuing to reap the advantage over foreign competition of being able to render quick delivery.

There has been evidence in recent weeks of a slight but marked improvement in the Sheffield steel trade. This applies more particularly to better-class steels. There is an improved demand for acid steels and railway requirements. Altogether the prospects of work in the heavy finished branches between now and the end of the year are considered fairly good. The Sheffield cutlery trade has decidedly improved during the past month, the chief demand being for stainless goods of medium quality. Makers of pen and pocket knives are also better employed, and there seems a healthier atmosphere throughout this trade as a whole.

Among the engineering trades there is a tone of quiet optimism and a feeling that trade is slowly recovering. This is reflected to some extent in the improved tendency of the general metal markets. Orders for equipment on account of railway, shipbuilding, and general constructional work continue to be placed, and electrical engineers are still well engaged. Other branches, such as boiler makers and machine tool manufacturers, have not been busy.

According to the latest figures available regarding the state of the coal trade, whilst exports from the Northumberland and Durham coal fields have been increasing, the financial condition of the industry has not improved and the general situation is not encouraging. In the Durham district the agreement made in December, 1926, following the termination of the stoppage, was only for twelve months and terminates at the end of November. By it the owners in the district secured an immediate lengthening of hours and an immediate 10 per cent cut in wages. In spite, however, of the closing down of pits, drastic reductions in prices and lower piece rates, the industry has been incurring heavy losses since the beginning of the year. Meanwhile, current export business from both Durham and Northumberland counties has shown some further improvement during recent weeks.

A number of shipbuilding firms on the Northeast Coast are enjoying a busy period, and the placing of additional orders for tonnage during the past month has considerably improved the general situation. On the Wear it was reported recently that about 75 per cent of the berths were occupied, whilst on the Tees more berths were in use than for two or three years past. The tonnage launched on the Tyne for the first nine months of this year amounted to thirty-eight vessels of 162,364 tons as compared with forty-two vessels of 162,388 tons during the corresponding period of 1925. An important factor which seems worth bearing in mind when attempting to gauge the prosperity of the shipbuilding industry of this country is that while it is true that there have been a large number of ships ordered since the close of the coal stoppage last year, owing to the burdens on this industry and the keenness of foreign competition the prices quoted have in many instances offered a bare margin of profit.

COMMONWEALTH DAIRY PRODUCE CONTROL BOARD

C. HARTLETT, OFFICE OF THE TRADE COMMISSIONER

Melbourne, October 13, 1927.—A report, which contains much information of interest to Canadian producers and exporters of butter and cheese, has recently been issued by the Commonwealth Dairy Produce Control Board on its operations during the year ended June 30, 1927.

The board comprises seven members, five of whom represent the co-operative and private factories, one the exporters, and the other the Commonwealth Government, and expenses of operation are defrayed from levies on all butter and cheese exported from the Commonwealth.

The policy of the board and results achieved during the year are indicated in the following excerpts from the report:—

POLICY OF BOARD

“During an unprecedentedly difficult marketing period, the board endeavoured to carry out a policy to bring about orderly marketing and also to effectively supervise the sale of Australian dairy produce in the United Kingdom and other overseas countries. In this work the advent of the national brand ‘Kangaroo’ was a most helpful factor. The increased prices realized for Australian butter in comparison with New Zealand and Denmark demonstrate that a measure of success has been achieved.

“At the same time, the goodwill and confidence of distributors and merchants have been retained. Commendatory reports of the board’s policy have been published in the leading trade journals of England, as will be noted by the following article which appeared in *The Grocer* of March 19, 1927:—

The Australian board has a steadying influence on the trade. It collects accurate details of stocks and sales prices and it does not interfere with free marketing. It has the full sympathy and co-operation of the importers and has been quite successful in the functions which it set out to perform. Once a week, each member of the Australian Importers’ Association sends into the Australian board his week’s sales and stocks unsold in their various grades. These various returns are then all totalled up, and the average price is intimated, and the totals of sold and unsold butter during the week are disclosed. On these statistical reports a discussion takes place as to the market prospects. The board furnishes traders with a weekly cable report from Australia regarding production, and in return the traders furnish the board with a report regarding distribution and consumption. By this method the board maintains co-operation and harmony. It is able to fix a fair market price, and as the board’s agents are each given discretionary powers in selling, it is able to dispose of its stocks quickly.

“The Imperial Economic Committee investigated the constitution, policy and methods of the Dairy Produce Control Boards created by Acts of Parliament in Australia and New Zealand, and reported as under:—

In connection with the development of a system of orderly marketing, we desire to call attention to a practice which has been adopted by the London Agency of the Australian Dairy Produce Control Board. The agency holds weekly consultations with importers in London of Australian butter, and at these joint sittings an endeavour is made to give a “lead” to the market in regard to the price of Australian butter. . . . Such flexible methods of attaining to more orderly marketing will, we are convinced, avoid both the difficulties and the dangers that are involved on the one hand in the almost chaotic conditions which have hitherto prevailed, and on the other hand in the rigid control which is feared by many critics. . . . The existence of a body which is recognized by the market and by the overseas producers, and which endeavours to secure what it regards as a reasonable price, in view of the supplies available and the anticipated demand, will undoubtedly confer no small benefit on the trade, even if this price is not always realized. This is the function which the London Agency of the Australian Control Board has been undertaking, and we have been informed in evidence that since these consultations have been established the market for Australian butter has been more regular.

PRICES AND QUALITY

" Prices realized for Choicest Australian butter in the United Kingdom were in closer proximity to those of other countries than at any previous period in the history of the industry. The average realizations for the season were at least equal to those of New Zealand, while for several weeks past the prices ruling in England for Danish, New Zealand, and Australian have been on the same basis. This is in marked contrast to the experiences of previous years, when Australian butter realized considerably less than the produce of the countries mentioned.

" Improvement in quality has been a factor in bringing about this result, and it is imperative that manufacturers should strive to maintain the splendid reputation which has recently been won for our produce. Under date March 31, 1927, the London Agency reported:—

At our meeting to-day the trade were unanimous in their views as to the very great improvement in the quality of the Australian butter that is arriving on this market, and they stated that the quality was exceptionally fine and equal to anything else that was being offered.

" The prohibition by the Imperial Government of the use of preservatives in foodstuffs may place the butter of the Dominions at a disadvantage as compared with that of Continental countries, which are within a few days of the home market. Manufacturers throughout Australia have been impressed with the necessity of installing modern appliances and of adopting up-to-date scientific methods to ensure the maintenance of quality, while dairy farmers are being urged to perform their duty of delivering cream and milk to the factories in good order and condition.

" The London agency of the board recommended that the export of all lower-grade butter from Australia be prohibited, because in their opinion this quality was harmful to the reputation and interests of Australian producers. Acting in conjunction with the Australian Dairy Council, it was decided to request the Minister for Markets and Migration to pass regulations to deal with the export of lower-grade butters.

PRODUCTION

" There was a substantial decline in the production of butter and cheese. The quantity exported to overseas countries during the year was: butter, 34,004 tons; cheese, 1,768 tons, being a decrease of 11,515 tons and 1,615 tons respectively as compared with the average of the three previous years. It is gratifying to report that at present the prospects for the coming season are encouraging, alike in regard to production and overseas markets. It will be noted that, while the United Kingdom is the principal market for Australian surplus produce, the trade with other countries is increasing. The destination of butter exported during the past year was: to United Kingdom, 28,217 tons; to other countries, 5,787 tons.

ADVERTISING AND PROPAGANDA

" The board voted the sum of £2,500 in addition to the previous year's grant of £10,000 for advertising the propaganda in the United Kingdom to be expended by the Joint Publicity Committee, acting in conjunction with the Dried Fruits Board and the Canned Fruits Association. This was supplemented by the grant of pound for pound up to £50,000 voted by the Commonwealth Government. Reports from England state that splendid work has been accomplished by Mr. A. E. Hyland, the Director of Trade Publicity, and, as a result, a great stimulus has been given to the sale of Australian products in all parts of the United Kingdom.

MARINE INSURANCE AND FREIGHTS

"A very satisfactory marine insurance policy, covering all risks from whatever cause arising, was arranged with the Marine Underwriters and Salvage Associations of Australia. The rates of premiums are considerably lower than those ruling previous to the advent of the board. A further saving was effected by fixing the prices ruling in London on date of steamer's arrival as the basis of the premium.

"Efforts were made to secure a further reduction in the overseas freight for butter and cheese, but so far without success. Further representations are being made to the overseas shipping companies.

TRADE WITH CANADA AND THE UNITED STATES

"The reciprocal arrangements made with Canada by the Commonwealth Government resulted in a larger quantity of butter being shipped to that country. In view of the prospects of increasing our overseas trade, the board instructed Major J. R. King (a member of the London Agency) to visit Canada and America to make investigations and also to bring before merchants in those countries the great possibilities of direct business with Australia.

"There was a temporary set-back to the trade with Canada owing to the application of a dumping duty on early shipments of butter to that country, but, as the result of representations made by the Prime Minister, the Canadian Government intimated that at present 'it is not the intention of the Governor-in-Council to apply dumping duty on butter imported into Canada on consignment from Australia.'

DISTRIBUTING AUSTRALIAN BUTTER IN PATS

"The board has considered a recommendation of the London Agency that authority be given to distributors in England to pack Choicest Australian butter in pats with the national brand 'Kangaroo' printed on the wrappers, so that the identity of the butter will be maintained. The board has deferred consideration until the appointment of a Government grader in London and also pending further investigations regarding continuity of supply and supervision over quality and packing.

EXPORTS OF BUTTER

"During the season 28,217 tons of butter were exported to the United Kingdom; a decrease compared with the previous season of 8,963 tons, or 24.11 per cent. Of the total, 77.61 per cent was shipped on a consignment basis, the balance, 22.39 per cent, being sold f.o.b. Australia or c.i.f. London.

"The proportion of Choicest and First-grade butters in the foregoing exports was 81.20 per cent. The exports to other countries for the season were (in tons): to Eastern ports, 4,299; Canada, 12; Panama, 136; Colombo and India, 237; Port Said, 634; Mauritius, 40; South Africa, 95; Dunkirk, 163; Hamburg, 28; Antwerp, 133; Copenhagen, 8; various ports, 2—a total of 5,787 tons.

"The total oversea exports for the past four seasons were (in tons): 1923-24, 29,215; 1924-25, 63,937; 1925-26, 43,405; 1926-27, 34,004.

EXPORTS OF CHEESE

"The total quantity of cheese exported to the United Kingdom for the season was 1,583 tons—a decrease of 1,515 tons compared with the previous season—equal to 48.90 per cent. The cheese was all shipped on a consignment basis.

"The exports of cheese to other countries during the season were: to Eastern ports, 146 tons; Colombo and India, 37 tons; sundry small shipments to various ports, 2 tons—a total of 185 tons.

"The total oversea cheese exports for the past four seasons were (in tons): 1923-24, 1,691; 1924-25, 5,123; 1925-26, 3,335; 1926-27, 1,768."

COMMONWEALTH GOVERNMENT LOAN

C. HARTLETT, OFFICE OF THE TRADE COMMISSIONER

Melbourne, October 13, 1927.—The prospectus of an internal loan of £36,000,000 has been issued by the Commonwealth Government.

The loan is for the purpose of redeeming the 4½ and 5 per cent war bonds and stock maturing in Australia on December 15th next. The rate of interest is 5½ per cent and the price fixed at £98, 10s for each £100 of stock and bonds purchased or converted by holders in the maturing loans. Interest is free of State but subject to Commonwealth income tax and the principal to be repaid in 1933, 1938, or 1943, at the option of the subscriber.

The prospectus is being favourably received in financial circles, and it is anticipated that new cash subscriptions will more than cover the amount required for repayment of holders in the maturing loans, who may not be disposed to accept the conversion.

AUSTRALIAN BUDGET, 1927

C. HARTLETT, OFFICE OF THE TRADE COMMISSIONER

Melbourne, October 13, 1927.—The Commonwealth Treasurer (Dr. Earle Page) delivered his fifth Budget Speech and the first presented at Canberra, the new home of the Commonwealth Parliament, on September 29, and for general information some outstanding features of the statement are submitted in the following paragraphs:—

REVENUE AND EXPENDITURE

The public revenue of the Commonwealth for the fiscal year ended June 30, 1927, was £63,368,214, of which £43,552,478 was derived from Customs and Excise, £11,126,278 from income tax, £2,615,900 from land tax, and £1,362,351 from estate duties. The expenditure amounted to £60,732,617, leaving a surplus of £2,635,597 which, with a credit balance of £285,897 brought forward from the previous year, made an accumulated surplus of £2,921,494.

ALLOCATION OF SURPLUS

The accumulated surplus has been allocated as follows: £2,000,000 towards a total expenditure of £7,200,000 on naval construction and defence reserve; £200,000 for civil aviation; £100,000 for education of soldiers' children; £200,000 for national insurance fund; £100,000 for purchase of radium to combat cancer; £250,000 for science and industry investigations; and £70,000 for prospecting for oil in Papua and New Guinea, and geophysical research. The amount set aside for radium is for the purpose of making it available under proper conditions to the principal hospitals of Australia. So that as many medical men as possible may become experienced in the use of radium, the Government has entered into an arrangement for one of the leading radium specialists in England to come to Australia to demonstrate the methods of use.

HOUSING

Legislation is proposed during the coming session to assist citizens to own their own homes. The provision for this purpose will amount to £20,000,000, and is to be made available to supplement the funds of existing authorities which at present assist persons in that direction. The amount of advance in any one instance is not to exceed £1,800 and 90 per cent of the value of the property.

ASSISTANCE TO PRIMARY PRODUCERS

To assist producers to compete in overseas markets, the inspection fee on certain exports will be abolished. The concession will amount to £37,000 a year, and will bring substantial relief to the dairy produce, meat, and fruit exporting industries.

To further encourage closer settlement of land and increased production, it is proposed to amend the law so as to allow the deduction, for income tax purposes, of certain expenditure incurred by a primary producer in making his land fully productive or maintaining the productivity of the land.

BOUNTIES

Bounties paid in 1926-27 amounted to £781,349, including £442,410 for wine export, £256,853 on iron and steel products, £34,339 on sulphur, and £30,000 on cotton yarn.

REDUCTION IN TAXATION

It is estimated there will be a decrease of £1,326,278 in the income tax collected during the current fiscal year (1927-28), including a welcome reduction of 10 per cent to individual taxpayers and allowances to primary producers. Land tax will also be reduced by 10 per cent, and other concessions will be made, including relief from land tax in adverse seasons or conditions. The reductions in land tax will amount to £445,900. It is also proposed to amend the law to provide for trading or business losses actually incurred being allowed as deductions for income tax purposes until such losses are recouped by subsequent profits within a limit of five years.

COMMONWEALTH GOVERNMENT BANK

In exercising central banking functions since 1924, the Commonwealth Government Bank, it was stated, has given considerable assistance to other financial institutions. In the twelve months to the end of June last, the profits of the bank, excluding the note issue department, amounted to £580,987, as compared with £461,296 in the previous year.

The benefits of the rural credits department of the bank were extended to wool, wheat, cotton, wine, butter, eggs, egg pulp, peanuts, canned and pulped fruits, dried fruits, osmiridium, broom millet, arrowroot, maize, and fortifying spirit. The turnover of this department for the year was £8,004,577, as against £2,732,392 in 1926.

The profits of the note issue department of the bank were £1,136,476, of which £852,357 was paid to the consolidated revenue fund and £284,119 to the capital of the rural credits department.

MIGRATION

Under the migration agreement between the British and Commonwealth Governments, covering a total expenditure of £34,000,000, developmental plans representing an estimated expenditure of £12,457,000 had been submitted by the individual states up to the end of June last, and final approval has been given to plans on which £5,898,000 will be expended. During the year 1926-27 the number of assisted immigrants to Australia was 33,174, as against 26,678 during the previous year.

COMMONWEALTH PUBLIC DEBT

The gross Commonwealth debt at June 30, 1927, was £461,067,742, of which £94,456,237 was for loans to states for developmental purposes, and £25,632,553

comprises sums repayable in cash to the Treasury, leaving a net debt of £340,-978,952. Of the gross debt £292,848,953 is redeemable in Australia, £152,853,126 in London, and £15,365,663 in New York. Of that redeemable in London, £85,572,848 is due to the British Government.

The gross public debt of the Commonwealth at June 30, 1927, and States at June 30, 1926, omitting debts which are included in both Commonwealth and State debts, was £1,016,623,752, as against £990,642,419 for the previous year—an increase of £25,981,333. The gross debt of Australia per head of population is £165.

INCREASED DUTIES ON MOTOR CHASSIS

To provide funds for road construction in accordance with an agreement with the states, the intermediate and general rates of the customs tariff were raised by 5 per cent on unassembled chassis and $7\frac{1}{2}$ per cent on assembled chassis. The British preferential rates on both items were not altered. It is expected that the increased rates will yield £500,000.

REVENUE AND EXPENDITURE, 1927-28

The revenue for the current fiscal year (1927-28) is estimated at £62,725,000, of which £44,800,000 is expected from customs and excise, and the expenditure at £62,677,139, leaving a surplus of £47,861.

COMMONWEALTH GOVERNMENT TO TAKE OVER STATE DEBTS

As a result of several conferences between the Treasurers of the Commonwealth and the states, an arrangement has been, tentatively, agreed upon—but still subject to ratification of the state Parliaments—under which the Commonwealth will in 1929 take over the whole of the public debts of the states as on June 30, 1928. The agreement provides for properly safeguarded sinking funds to be established in respect of existing state debts and new borrowings; the management of debt and future borrowings to be vested in an Australian Loan Council; the Commonwealth to make substantial contributions towards interest and sinking funds on state debts; and a final settlement to be made in respect of transferred properties. It is anticipated that this united action in the redemption of public debt and the common management of future borrowing will enhance the credit of Australia, result in savings in interest, and be of great financial benefit to the people as a whole.

AUSTRALIAN PROHIBITION OF IMPORTATION OF STRAW PACKING

C. HARTLETT, OFFICE OF THE TRADE COMMISSIONER

Melbourne, October 12, 1927.—Reference was made in *Commercial Intelligence Journal* No. 1236 (October 8, 1927) to a proclamation which prohibited the importation into Australia, as from the 1st day of January, 1928, of straw packing with goods of any kind unless accompanied by a declaration by the exporter (countersigned by a responsible Government official of the country of origin) and the straw treated by specified methods of disinfection, and destroyed on arrival in Australia at the importer's expense.

Interested Canadian exporters are now advised that the proclamation has been amended, under date of September 29, 1927, to the extent that such straw packing, which includes straw bottle containers, shall be destroyed on arrival at the importer's expense only in the event of non-compliance with the requirements of the original proclamation as to declaration and disinfection.

ECONOMIC CONDITIONS IN SOUTH AFRICA

ASSISTANT TRADE COMMISSIONER C. S. BISSETT

Cape Town, South Africa, October 1, 1927.—The principal coastal centres of South Africa report improved trade during the last quarter of the year, but the interior areas, including the Rand, have remained almost stationary in this respect. Conditions in the drought area were bettered somewhat by fairly general rains a short time ago, but the precipitation was not nearly sufficient to relieve the prevailing acute distress of the farming and commercial community and to enable the farmers to return with their flocks and herds to their homes in these areas. Migration to new areas still continues, with little or no sign of any abatement. Rhodesia seems to be benefiting to a certain extent, the immigration figures showing a distinct advance during the last half year.

In Cape Town the wholesale and retail trades report some improvement, due principally to the proceeds from the exports of this year's good maize crop. The full effect of this will not be felt, however, until around the end of the year. Recent rains have improved the wheat crop and a fair yield is expected, but recent fires in the sugar cane plantations have materially reduced the sugar crop expected. The last estimate amounted to 245,000 tons, which will not now be realized.

There has been an increase in the export of fruit, principally citrus, but due to congestion at British ports and lack of demand in Great Britain, accentuated by adverse weather conditions, prices received were disappointing. Dried fruit exports decreased by 37,872 cases over the same period for 1926. An unusual feature is the import of a fair quantity of Californian apricots, due to the failure of the South African crop of last year.

The value of Union imports up to the end of August was £45,975,027, compared with £46,794,739 for the corresponding period of 1926. Exports were valued at £57,396,723, compared with £50,354,278. To this year's export figures must be added the diamond exports for August, viz. £1,388,525. Of this total, £529,932 worth came from the alluvial diggings, the greater part from the Western Transvaal. The mineral production continues to increase and the August figures constitute an export record in gold. The diamond production in 1927 is greatly in excess of that for 1926, due to the uncontrolled working of the alluvial fields. It is expected that the Diamond Bill which was thrown out by the Senate during the last parliamentary session will be passed at the joint sitting of the approaching special session. This will give the Government power to curtail the alluvial output and prevent further slumps in prices. As compared to a year ago, the price of diamonds has declined 33s. per carat.

Shipments of maize, principally from Durban, are proceeding on a large scale and are expected to increase. This should increase buying power in the Union and bring up to the estimate the earnings of the railways, which are below average although above those of 1926. A favourable trade balance is anticipated unless increased purchasing power leads to increased imports. The amount will not nearly approach the favourable 1925 balance of twenty millions sterling, but should exceed somewhat that of 1926.

INDUSTRIAL DEVELOPMENT OF KARACHI

The annual report of the Department of Industries, Bombay Presidency, for the year 1925-26, states that Karachi is going to develop itself into a large and important cotton market in the near future. Cotton ginning and pressing factories are now rapidly increasing in Sindh as well as in the Punjab, the cotton from which is now transported to Karachi harbour to be shipped to other ports and foreign countries. The population of Karachi is increasing by leaps and bounds, and is now more than 200,000.

CANADIAN PURE-BRED AND GRADE CATTLE FOR THE BRITISH WEST INDIES

ACTING TRADE COMMISSIONER R. T. YOUNG

Port of Spain, October 26, 1927.—The possibility of developing an export trade in Canadian pure-bred and grade cattle to Trinidad, Barbados, Grenada, and British Guiana is well worth the consideration of Canadian cattle breeders and exporters. The question so far as intending importations are concerned is not so much the establishment of a new industry as the improvement and where desirable the increase in number of the already existing domestic animals of the tropics, which are at present inadequate to supply the needs of the population.

Particularly is this the case in connection with the dairying industry, which in these islands is in a very primitive state, especially as regards production and sanitation. The necessity of modernizing their plants has been realized by a number of the more progressive dairymen in the different islands, and also that pure-bred cows scientifically fed and managed would more than double their present milk yield. With this end in view some dairymen have already imported a number of Canadian pure-bred cows, mostly of the Holstein and Guernsey breeds, which would appear to be better adapted to tropical conditions.

Like all countries throughout the equatorial zones, the native cows are mostly scrub, while the Zebu breed of India has been crossed with various other varieties. These latter animals are poor dairy cows, and are used chiefly on the estates as work animals.

At first sight it would appear that all that is required is to import numbers of the improved breeds of the north, and from them build up improved herds, but this has proved unsatisfactory. It has been found by experience that only certain of the northern breeds of stock are in any way adapted to withstand tropical conditions, and even with these there are often many difficulties to be overcome before they can be successfully established. Cattle from the north may fail to thrive in the tropics, and naturally are more susceptible to disease than the acclimatized native breeds. As a consequence attempts to grade up native cattle by the use of northern stock lacking in vigour under tropical conditions has often ended in failure.

The local governments are gradually becoming more stringent in their health requirements, so that importers insist that such animals as they import carry a clean bill of health. This will be more urgently insisted upon in the future, particularly in Trinidad, because of some unfortunate experiences on the part of importers. Redwater disease is prevalent among cattle in certain parts of the islands, so that they should be inoculated against it. It is deemed advisable to introduce animals at an early age when their natural resistance is high and allows them to become acclimatized, possibly acquiring natural immunity.

So far as the dairymen are concerned, milk production is their object, and with this end in view their desire is to import cows not more than from four to five months in calf with their second calf, for then they have a record on which to base productivity. Due to the climatic conditions referred to and its possible effect on young animals, it becomes of much greater importance that cows as described are in health, and further due to the long journey, at least fourteen days at sea, they must not be in calf more than the time mentioned. Experience with recent shipments has proven this very thoroughly. Further, the accommodation at present supplied by the ocean services operating would of necessity require improvement as regards the space and fixtures allotted the animals, and arrangements would have to be made for proper attendance upon

the animals, especially in the case of any cows in milk. United States interests are interested in this trade.

DOCUMENTATION AND METHODS OF FINANCING

Documentation and methods of financing shipments are of great importance. Financing might be done by either the establishment of letters of credit in Canada or a draft against named certificates and documents. In each case particular care should be exercised that all documents and certificates required are complete and in order. It is customary for insurance to be effected to cover the animals for ten days after arrival in order that the importer may have an opportunity of ascertaining any defects which are likely to develop in the animals and that they meet with his specifications.

In Trinidad it is the intention of the Department of Agriculture to replace their present herds of native cattle with Canadian pure-breds, and with this end in view they have already made purchases. Certain other individuals, among them some of the leading dairy and estate owners, have begun to introduce pure-breds into their herds with the object of eventually building up herds of Canadian stock.

Canadian breeders, associations, or Provincial Government Departments of Agriculture interested in the export of animals such as described are advised to communicate with the Canadian Trade Commissioner, Port of Spain, who is in a position to place them in touch with several interested parties.

PUSH BICYCLES IN THE TRINIDAD MARKET

ACTING TRADE COMMISSIONER R. T. YOUNG

Port of Spain, October 21, 1927.—Bicycles are very popular throughout the West Indies (including Demerara, British Guiana) among all classes of the population. Particularly is this the case in the island of Trinidad, which is noted for its good roads.

English styles are favoured. Retail prices range from \$35 to \$80. Many are sold on the hire purchase system. These bicycles have almost straight handle bars, the curved ones so popular in Canada not finding favour. All machines are equipped with both front and rear wheel hand brakes operating independently, bracket for head and tail lamps or tail reflector, and must be of the free-wheel type for coasting. The coaster-brake type so popular in Canada does not appeal to bicycle riders in this part of the world. The better-grade bicycles are equipped with a sprocket and chain guard, while on some makes the chain passes through an oil bath in the totally enclosed chain guards. All types are equipped with mud guards; saddles are large and appear comfortable; tires pneumatic and of small diameter; rims steel nickel-plated. Frames are usually finished in a dark colour, and the nickel finish on handle bars, brakes, and exposed steel parts is of the best. The chief essentials are that the bicycle be well finished, strong and light in construction, and above all free and easy running.

Such well-known makes as the Sunbeam and Raleigh find a large sale, as does also the B.S.A., Royal Enfield, and several other prominent English makes.

The 1926 imports into Trinidad numbered 1,633 valued at £8,914 (£1 = \$4.80), all of which came from the United Kingdom with the exception of nine. Bicycle and tricycle parts imported were valued at £3,248, of which goods to the value of £3,052 were supplied by the United Kingdom. No Canadian manufactured parts were entered. The general tariff is 20 per cent and British preferential 10 per cent. There is also a surtax of $7\frac{1}{2}$ per cent.

GOVERNMENT DECREES AFFECTING THE TRADE OF PORTUGUESE EAST AFRICA

TRADE COMMISSIONER G. R. STEVENS

Cape Town, South Africa, October 14, 1927.—Within the last month there have been issued from Lisbon a series of decrees affecting the commerce of Portuguese East Africa. To a limited extent only do these decrees affect the entrepôt trade for the Union of South Africa and Rhodesia through Lourenço Marques and Beira.

The first of these decrees, issued on September 1, dealt with the addressing of letters for Lourenço Marques. Perhaps it is not generally known that the proper name is "Lourenço Marques", but "Delagoa Bay" is the old British cartographical name, and the port is widely known by this cognomen throughout the English-speaking world. A decree now states that in future any letters addressed to "Delagoa Bay" will not be distributed; they will be sent to the Portuguese dead-letter office and such correspondence will undoubtedly be lost. In spite of protests against the sudden and radical nature of this decree, it is now in force.

A second decree has brought the port of Lourenço Marques directly under State authority, and in future the services of that port, such as receiving and handling cargo, will be auctioned by tender, thus creating a monopoly of the privileges. In the past a number of British concerns have acted as clearing and forwarding agents, under licence, and the port has been regarded as very efficient. No steps have been taken to date to put this new decree into execution.

A further decree makes a further effort to stabilize the escudo, by authorizing the purchase of commercial exchange only on the authority of the Governor General of Mozambique Province. For some years the export of sterling has been forbidden, as on account of the fluctuations of the escudo, sterling would have become the sole medium of exchange, if permitted free flow. In spite of this embargo on sterling, the majority of the commercial community, especially the foreign section, found it possible to transact their business in that medium, and this latest decree is but the last of a long series of attempts to "peg" the escudo to a stable value.

An earlier decree which is beginning to cause uneasiness in the Union of South Africa is the restriction of Union recruiting in Portuguese East Africa. The gold mines of the Rand have always required many thousands of natives from that territory, and in the past there has been a convention between Portuguese East Africa and the Union governing this recruitment. This convention lapsed some time ago, and since then there have been several efforts to effect a renewal. These have failed, and the Portuguese authorities are taking advantage of this failure to keep their labour supply at home.

The latest of these decrees has only minor commercial application, but it is significant of the present trend of Portuguese policy. In future all films shown in Portuguese East Africa must have Portuguese captions.

TRADE OF SWAZILAND

During last year the volume of Swaziland's trade, except in grain, was very small. No statistics of imports or exports are kept, as, by agreement with the Government of the Union of South Africa, Swaziland is treated, for customs purposes, as a part of the Union. Imports consist principally of flour, sugar, groceries, hardware, clothing, boots, spirits, oils, farming implements, mining machinery, tools, and general kafir truck. Most of these goods, however, are imported from wholesale dealers in the Union.

MARKET IN JAPAN FOR SULPHATE OF AMMONIA

ASSISTANT TRADE COMMISSIONER RICHARD GREW

Kobe, October 22, 1927.—The immediate outlook for any increased demand for sulphate of ammonia in Japan is not very bright, due in the first place to the curtailed demand in the rural consuming districts caused by the lower price level of agricultural products, and in the second place, to the prospects for an abundant supply from domestic and foreign producers.

Sulphate of ammonia consumption in Japan is normally slightly below 400,000 tons a year. Last year the actual tonnage going into active consumption was around 370,000 tons, and experts agree that this year the figure will be reduced by about 20,000 tons. Farmers are not in a favourable position for a liberal use of ammonia or any other fertilizer materials in view of the discouraging market for farm products prevailing throughout the present year.

To take care of this reduced demand, the supply, consisting of last season's carry-over, imports and home-produced tonnage, is more than 470,000 tons. In other words, there will be a surplus at the end of this year of around 120,000 tons. During the first half of the current year sulphate of ammonia imports aggregated 140,000 tons, and prospects are that the balance of the year will see imports amounting to 120,000 tons, or a total of 260,000 tons in comparison with last year's importation of 287,000 tons, indicating a decrease of about 10 per cent.

IMPORTS DURING LAST YEAR

During the year 1926 ammonia imports surpassed in volume any other preceding twelve months, with the inevitable result of demand lagging far behind supply, which condition was responsible for a carry-over at the beginning of the current year of about 60,000 tons. A surplus to this extent had never previously been recorded, with the possible exception of a short time during 1920. The result of this increased supply was that ammonia prices were considerably depressed. Early in the spring the price of imported varieties was reduced to 130 yen, the lowest point since the establishment of the market, with the exception of 1914, when in December it was sold as low as 129 yen.

This situation was responsible for the principal importers of sulphate of ammonia, Mitsubishi and Suzuki, coming to an agreement whereby the selling price for the imported material should be fixed and importation regulated in order that stability might be brought back to the market. This action was followed by a gradual firming up of quotations, and about the time that the moratorium period expired, May 13, ammonia sulphate was selling at an enhanced level of 160 yen.

PRICES AGAIN DECLINE

This position, however, was not maintained for any length of time, as during July the trend of prices was again downward, and within a short time fell again to 130 yen. Of late ammonia prices have been fluctuating around the 125-yen mark. This condition has been partly caused by a lack of co-operation on the part of the two principal importers of ammonia owing to the failure of Suzuki. The chief reason, however, was due to the fact that German manufacturers were forcing sales in this country. It is recognized that the constant reduction of German prices has proved a strong inducement for the importers to increase their orders, disregarding their agreement for the regulation of imports. Many are of the opinion that, if these firms had faithfully held to the tonnage regulations mutually agreed upon, the decline in ammonia sulphate prices could have been appreciably lessened to the benefit of all concerned.

TAXATION IN CHINA

TRADE COMMISSIONER L. M. COSGRAVE

Shanghai, October 18, 1927.—It will probably be of interest to outline the situation concerning the enforcement of taxes in China at the present time, particularly in Shanghai and Tientsin, the main entry ports, and South China.

The actual duties at present being paid by British firms (which include Canadian) are as follows:—

	Per Cent
(a) Duty as sanctioned by the Foreign Powers prior to the Washington Conference and in force throughout China is	5
(b) Surtax on ordinary commodities sanctioned by the Washington Conference pending the unification of China	2½
(c) Surtax on luxuries in accordance with the Nanking Government's classification (applicable at present south of the Yangtze river)	2½
(d) Wharfage and conservancy dues (as laid down by different ports) usually 5 per cent of the treaty duty.	
(e) Total duty ordinary commodities	7½
Total duty on luxuries	10
(plus wharfage and conservancy dues as above)	

The list of luxuries promulgated by the Nanking Government is on file at the Department of Trade and Commerce, Ottawa.

It should be pointed out, however, that the luxury list referred to should be used as a general guide only, as local Chinese Government officials in various ports of South China endeavour from time to time to place additional items in the luxury class.

At the time of writing the above, duties are being paid into the various consulates, following recent legal test cases in the British, American, and Japanese Consular Courts, which ruled that all taxation in excess of the above is illegal, and in order to protect the imports of their various nationals, clearance certificates are issued by the consuls concerned on payment of the above-mentioned duties.

The only temporary exceptions to the above exist in the case of wines and rolled tobacco, on which commodities the American and Japanese importers do not deposit the Washington surtaxes, paying 5 per cent only. This matter is at present under discussion, the result of which will be notified in due course.

Goods imported by post, however, receive no protection, and are subject to whatever tax the Nanking Government may decide to impose.

For the guidance of Canadian shippers therefore the above rates of customs duties may meantime be used.

The Nanking Government proposed to enforce the following taxes as from date of September 1, but following strong representations by both the Foreign Powers and the leading Chinese trade bodies, indefinitely postponed the application thereof:—

	Per Cent
Treaty duty of	5
Additional surtax on ordinary goods	7½
Additional surtax on luxuries—class "A" (embracing the majority of foreign manufactured products)	15
Additional surtax on luxuries—Class "B" (embracing such commodities as motor cars, perfumes and usual luxury items)	25
Additional surtax on luxuries—Class "C" (including wines, liquors, cigarettes and tobacco	57½
Tonnage dues, increase of	50
Export tax	2½

It should be pointed out that the above taxes were proposed only by the Nationalist Government, which has jurisdiction over the area including Shanghai and the majority of the provinces south of the Yangtze river, the former tax of 5 per cent and Washington surtax of 2½ per cent additional remaining in force in North China and Manchuria.

NEW ZEALAND TARIFF REVISION

ACTING TRADE COMMISSIONER PAUL SYKES

Auckland, October 10, 1927.—The Customs Amendment Act, 1927, was introduced in Parliament by the Minister of Customs on October 4, and was given its first reading. In essence it varies but little from the original resolutions (see *Commercial Intelligence Journal* No. 1239, October 29, 1927, pages 607-10), although the proposed duties are altered in the case of automobiles, confectionery, floor coverings, agricultural implements, wrapping paper, and other items of minor importance. At the date of writing the bill is being discussed by the House of Representatives, both in principle and by individual items; certain changes may be made as result of such consideration, but it appears unlikely that any alterations will affect more than a comparatively few items.

Resolutions amending those originally adopted and proposing further changes in the former tariff which are incorporated in the bill provide for a reversion to the duties on automobiles effective before September 14, provide for British preferential and general rates on confectionery and chocolate of 25 per cent and 45 per cent respectively, these rates replacing the two specific and one ad valorem rate formerly applicable to these goods; specify four classes of floor coverings, of which woollen mats and rugs are to be dutiable at 25 and 45 per cent when imported in sizes under 60 square feet; the duty on other carpets and inlaid linoleum under the general tariff is to be increased from 35 to 40 per cent, while linoleum n.e.i. is to be admitted free under the British preferential tariff and at 20 per cent under the general after July 1, 1928. The duties on specified agricultural implements including cultivators, harrows, ploughs, drills, seed and fertilizer sowers or distributors, combined or separate, lime sowers, seed or grain cleaners and cellular seed or grain separators are to be 10 per cent and 35 per cent respectively from British or foreign countries while other implements are to be admitted free of duty under both tariffs. The item covering large-sized sheets of wrapping paper is also amended to provide that sheets 20 by 15 inches or larger and weighing a quarter ounce or more per sheet shall be dutiable at 6s. 6d. and 10s. 6d. per cwt. under British and general rates respectively, while other sheets shall be dutiable either at their specific rates or at 20 or 50 per cent ad valorem, whichever of these rates provides the higher duty.

The incidence of the proposed changes and resulting taxation of imports from Canada may be judged from an examination of the duties on the twenty leading commodities exported from Canada to New Zealand during the fiscal year 1927, and listed on page 107 of the *Condensed Preliminary Report on the Trade of Canada, 1927*. The trade in these commodities made up roughly 85 per cent of the total for the year and will thus serve as a basis for preliminary conclusions.

An outstanding feature of the proposals as they affect Canadian trade is that out of these 20 leading commodities, making up Canada's trade with New Zealand, no less than nine are classed as imports under items which are to remain unchanged in the new tariff. The value of the imports of these goods (taken as exports from Canada during the fiscal year 1927) moreover made up over 50 per cent of the value of the total trade from Canada to New Zealand and, augmented by other imports from Canada under items which show no increases in the British preferential tariff rate, but increased general rates, constitute practically 70 per cent of this total figure. A second class of goods on which higher duties are to be levied, another including commodities on which the preferential rates remain unchanged and general rates are increased, and

a fourth, of one item only, in which a reduction is made, are detailed below. The order of importance of imports of the various commodities as indicated in the latest trade statistics is shown by number in parentheses. (Goods imported as automobile parts are not included below on account of the uncertainty of their classification as imports; some are subject to new duties, while others are to be admitted at former rates.)

UNCHANGED ITEMS

The tariff items covering imports of motor cars (1), rubber manufactures (2), canned salmon (6), iron bars and rods (7), railway rails (8), iron wire (9), iron pipe and tubing (11), leather and manufactures (15), and copper and its manufactures (20), nine in number, are among those in which no changes are proposed. In addition, tariff item 298 provides for the admission of newsprint and similar printing papers (3) in rolls at former rates of duty although altering those on similar paper in sheets 20 by 15 inches or larger. The value of New Zealand's imports of these goods from Canada amounted to some \$8,500,000, out of the total of \$13,538,513 during the year ended March 31, 1927.

ITEMS SHOWING INCREASED RATES OF DUTY

Those items including commodities imported from Canada on which an increased duty is to be imposed are the following: timber (4), wrapping paper (14), confectionery and chocolate (16). It will be noted that in the case of lumber the rates of duty under the British preferential and general tariffs are the same, while in the case of wrapping paper the former British rates of 5s. per cwt. or 20 per cent on one class and 25 per cent on the other are to be increased to 6s. 6d. per cwt. (or 20 per cent) and 25 per cent at the same time as the general rates of 8s. 9d. or 35 per cent on one class and 40 per cent on the other are increased to 10s. 6d. per cwt. or 50 per cent and 55 per cent respectively. The increase from 20 to 25 per cent in the rate of British-made confectionery is accompanied by an increase from 35 to 45 per cent in that on the foreign product. The value of recent imports of these commodities has made up some 8 per cent of recent totals.

ITEMS ON WHICH AN INCREASE IN THE GENERAL TARIFF ONLY IS PROPOSED

The duties on most types of electrical machinery and apparatus (5), certain farm implements (12), smaller sized nails, tacks and staples (13), pianos and phonographs (17), various types of machinery (18), and ready made clothing (19), while unchanged under the British preferential tariff, are to be increased when admitted under the general, by from 5 to 10 per cent.

REDUCTIONS

The duty of 20 per cent, formerly imported on large sheets of newsprint and printing papers (3) is to be removed; all imports of these goods will thus be free from duty rather than the British made product alone. Canadian business amounting in value to some \$250,000 annually will be affected by this change.

Although it is yet impossible to make a definite statement on the situation, it will be apparent that the admission of half of the more important commodities of Canadian origin at former rates, and the increase in the general tariff rates on others which are unchanged when of British origin, will serve rather to alter the complexion of this trade and to stimulate its growth in new directions than to place obstacles in the way of future development.

BELGIAN TARIFF CHANGES

Effective from October 25, 1927, the duty on motor traction engines with explosion engine (Item 1028A) has been increased from 80 francs per 100 kg. to 480 francs per 100 kg. (Franc equals 2.78 cents; 100 kg. equals 220 pounds.) This rate applies whether the tractors are imported with or without the engine. Explosion engines and their detached and component parts imported separately, however, and intended for any of these traction engines, would be dutiable as motor car parts, on which there is also some change in classification and rates of duty. Other commodities affected are black known as "carbon black", raw sponges, oilcakes for feeding animals, knife handles of horn, essential oil of clove not containing alcohol, and shapes (moules) of gold beater's skin for gold beaters. Further information respecting the duty on any of the goods in question will be furnished on application to the Department of Trade and Commerce.

THE ARGENTINE MARKET

Dry goods trades reports in the Argentine do not entirely agree as to the state of the market, but the balance of opinion leads one to think that new orders and collection of outstanding accounts are both better. A certain amount of the difficulty experienced in this latter connection may be attributed to shippers who are often far too ready to deliver goods on open account, and also are lacking in precision when giving their instructions regarding the terms under which drawees of bills may have access to the merchandise. Authority to revise goods before acceptance means, to take one instance, that if the documents are in the hands of a bank they must be handed to the acceptor, or endorsed over to the agent of the shippers, thus freeing the goods from the bank's control for the time being.

GROCERS AND ALLIED TRADES EXHIBITION AT MANCHESTER

TRADE COMMISSIONER HARRY A. SCOTT

Liverpool, November 1, 1927.—An exhibition with the above title is to be held at Exhibition Hall, Bellevue Gardens, Manchester, from April 17 to 26, 1928. The promoters are the Northern Council of Grocers' Associations and the Manchester, Salford and District Grocers' Association. The primary aim of this exhibition is to enable manufacturers and distributing agents, etc., to get into closer touch with retailers and to bring before the public the high standard of goods which retailers have to sell.

Manchester is an important potential market for Canadian food products owing to its position as a commercial and distributing centre for a densely populated area of the industrial North of England. This exhibition accordingly should provide an excellent opportunity for Canadian manufacturers to display their products to the trade of this district and to take advantage of the steadily growing tendency on the part of the British public to purchase Empire goods in preference to foreign.

The organizers are anxious to secure the participation of as many Canadian firms as possible and have asked for the assistance of this office. Canadian firms with representatives in the United Kingdom are cordially invited to take space. Their representatives are being circularized, but it is suggested that head offices in the Dominion might consult with them with a view to exhibiting.

Prospectuses may be obtained on application to the Department of Trade and Commerce, Ottawa, or by communicating direct with H. Burns, Secretary, Grocers and Allied Trades Exhibition, 392a Corn Exchange, Fennel Street, Manchester.

FOREIGN EXCHANGE QUOTATIONS FOR THE WEEK ENDING NOVEMBER 14, 1927

The Foreign Exchange Department of the Bank of Montreal has furnished the following statement of the nominal closing quotations for all the principal exchanges for the week ending November 14, 1927. Those for the week ending November 8, 1927, are also given for the sake of comparison.

Country	Monetary Unit	Parity	Week Ending November 8, 1927	Week Ending November 14, 1927
Britain	£	\$4.86 $\frac{3}{4}$	\$4.8634	\$4.8667
Belgium	Belga	.1390	.1392	.1391
Czecho-Slovakia	Krone	.....	.0296	.0296
Finland	Mark	.0252	.0252	.0252
France	Fr.	.1930	.0392	.0392
Holland	Florin	.4020	.4032	.4029
Italy	Lire	.1930	.0545	.0542
Spain	Pes.	.1930	.1705	.1697
Portugal	Esc.	1.0805	.0500	.0500
Switzerland	Fr.	.1930	.1926	.1925
Germany	Reichs Mk.	.2382	.2386	.2382
Greece	Dr.	.1930	.0133	.0133
Norway	Kr.	.2680	.2637	.2641
Sweden	Kr.	.2680	.2689	.2689
Denmark	Kr.	.2680	.2679	.2676
Austria	Schilling	.1407	.1412	.1412
Japan	Yen	.4985	.4631	.4595
Siam	Tical	.3709	.4500	.4500
India	Rupee	.3650	.3643	.3656
United States	\$	1.0000	.9986	.9985
Mexico . . . . .	\$	.4985	.4780	.4790
Argentine Rep.	Peso (Paper)	.4244	.4268	.4268
Brazil	Mil.	.5462	.1200	.1195
Jamaica	£	4.86 $\frac{3}{4}$	4.8600	4.8700
British Guiana	\$	} 1.0000	1.00 $\frac{3}{4}$ —1.02	1.00 $\frac{3}{4}$ —1.02
Barbados	\$			
Trinidad	\$			
Dominica	\$			
St. Kitts	\$			
Grenada	\$			
St. Vincent	\$			
Tobago	\$			
China	Taël	.....	.6318	.6368
Batavia, Java	Guilder	.4020	.4030	.4030
Peru	Libra	4.8665	3.7200	3.7400
Singapore, Str. Settlement . . . . .	\$	.5678	.5625	.5625

TRADE INQUIRIES FOR CANADIAN PRODUCTS

Since the publication of the last *Commercial Intelligence Journal* there have been received the following inquiries for Canadian products. The names of the firms making these inquiries, with their addresses, can be obtained only by those specially interested in the respective commodities upon application to: "THE COMMERCIAL INTELLIGENCE BRANCH OF THE DEPARTMENT OF TRADE AND COMMERCE, OTTAWA," OR THE BOARDS OF TRADE AT ST. JOHN, HALIFAX, QUEBEC, SHERBROOKE, MONTREAL, TORONTO, WOODSTOCK, ST. MARY'S (ONT.), PORTAGE LA PRAIRIE, ST. BONIFACE (MAN.), WINNIPEG, VANCOUVER, NEW WESTMINSTER, AND PRINCE RUPERT; THE CHAMBERS OF COMMERCE AT BELLEVILLE, PETERBOROUGH, HAMILTON, ST. CATHARINES, STRATFORD, GUELPH, BRANTFORD, LONDON, ST. THOMAS, SARNIA, AND VICTORIA (B.C.); THE CHAMBRE DE COMMERCE, DISTRICT OF MONTREAL; BORDER CHAMBER OF COMMERCE, WINDSOR; THE CANADIAN MANUFACTURERS' ASSOCIATION OFFICES AT TORONTO, MONTREAL, WINNIPEG, EDMONTON, VANCOUVER, AND VICTORIA; AND THE KITCHENER AND WATERLOO MANUFACTURERS' ASSOCIATION, KITCHENER (ONT.).

Foodstuffs

1063. An agent in Bergen, Norway, wishes to act as the representative of Canadian exporters of all kinds of food products, including fresh and dried fruits.

1064. SMOKED HERRINGS.—An Italian firm are desirous of importing silvery smoked herrings, of small and medium size; something like bloater-cured herrings, but more salted and smoked to keep longer in barrels of 72 kilos, half barrels of 35 to 36 kilos, and kegs of about 25 to 26 kilos.

1065. SALMON, LOBSTER, AND SARDINES.—Canadian exporters of canned fish are asked to send offers to a Greek firm in Salonica.

1066. PRESERVED FISH.—Canadian exporters of preserved fish are requested to communicate with a firm in Leghorn.

1067. GRANULATED SUGAR.—A firm of commission agents in Belize, British Honduras, would like to represent a Canadian exporter of granulated sugar.

1068. OATMEAL AND ROLLED OATS.—A Bristol brokerage house with first-class connections desire to represent a Canadian exporter of rolled oats and oatmeal.

1069. FLOUR.—Firm of commission agents in Belize, British Honduras, would like to represent a Canadian exporter of flour.

1070. FLOUR.—A Greek firm wish to act as representatives for Canadian flour exporters.

Miscellaneous

1071. GRAINS.—Canadian exporters of grain are requested to communicate with a firm in Leghorn, Italy.

1072. WHEATS AND OATS.—A firm in Udine, Italy, wish to get in touch with Canadian exporters of wheats and oats.

1073. HAY AND OATS.—A firm of commission agents in Belize, British Honduras, would like to represent a Canadian exporter of hay and oats.

1074. OATS.—A Manchester firm of importers are interested in receiving quotations as buyers on Canadian Western No. 2 oats.

1075. RUBBER FOOTWEAR.—Firm of commission agents in Belize, British Honduras, would like to represent a Canadian manufacturer of rubber footwear.

1076. FISHING NETS.—An agent in Bergen, Norway, wishes to act as the representative of Canadian exporters of fishing nets.

1077. PRINTING MACHINERY.—Canadian exporters of rebuilt printing machinery of all kinds—i.e. presses, linotype machines, and printing plant generally—are requested to send catalogues and prices to the Canadian Trade Commissioner, P.O. Box 125, Kingston, Jamaica.

1078. INSURANCE.—A firm in Nassau, Bahamas, desire the agency of a Canadian insurance company handling fire, life, and automobile insurance.

PROPOSED SAILINGS FROM CANADIAN PORTS

(The sailing dates are approximate and subject to change without notice)

From Montreal

To AVONMOUTH.—Oxonian, White Star-Dominion, Nov. 26.

To GLASGOW.—Letitia, Cunard Line, Nov. 26.

To HULL.—Ariano, Furness Line, Nov. 22.

To LIVERPOOL.—Melita, Canadian Pacific, Nov. 25; Regina, White Star-Dominion, Nov. 26.

To LONDON.—Ausonia, Cunard Line, Nov. 25; Bothwell, Canadian Pacific, Nov. 25; Ariano, Furness Line, Nov. 22.

To MANCHESTER.—Manchester Regiment, Manchester Liners, Nov. 26.

To NEWCASTLE AND LEITH.—Cairnross, Thomson Line, Nov. 26.

To HAMBURG.—Cairnglen, Thomson Line, Nov. 25; Golden Gate, Nov. 22; Brant County, Nov. 28—both County Line; Bothwell, Canadian Pacific, Nov. 25.

To ROTTERDAM.—Queens County, County Line, Nov. 25.

To AUSTRALIAN PORTS.—Cydonia, New Zealand SS., Nov. 23.

To NEW ZEALAND PORTS.—Canadian Prospector, C.G.M.M., Nov. 25; Cydonia, New Zealand SS., Nov. 23.

To ST. JOHN'S, Nfld. (via CHARLOTTETOWN).—Canadian Sapper, C.G.M.M., Nov. 24.

To CORNERBROOK.—New Northland, Nov. 23; Nayarit, Nov. 31—both Clarke SS. Co.

From St. John

To BELFAST, LIVERPOOL AND GLASGOW.—Athenia, Cunard Line, Dec. 10.

To GLASGOW AND LIVERPOOL.—Melita, Canadian Pacific, Dec. 22.

To LONDON AND ANTWERP.—Canadian Ranger, Dec. 7; Canadian Inventor, Dec. 21—both C.G.M.M.

TO CARDIFF AND SWANSEA.—Canadian Traveller, Nov. 30; Canadian Commander, Dec. 14—both C.G.M.M.

TO BERMUDA, ST. KITTS, ANTIGUA, MONTSERRAT, DOMINICA, ST. LUCIA, BARBADOS, ST. VINCENT, TRINIDAD AND DEMERARA.—Canadian Volunteer, Dec. 3; Canadian Skirmisher, Dec. 17—both C.G.M.M.

TO SOUTH AND WEST AFRICAN PORTS.—Calumet, Elder Dempster Line, Dec. 15.

From Halifax

TO AVONMOUTH.—Colonian, White Star-Dominion, Nov. 29.

TO PLYMOUTH, HAVRE AND LONDON.—Antonia, Dec. 5; Ascania, Dec. 12—both Cunard Line.

TO BELFAST, LIVERPOOL AND GLASGOW.—Athenia, Cunard Line, Dec. 11.

TO LIVERPOOL.—Ninian, White Star-Dominion, Dec. 3; Rexmore, Nov. 22; Valemore, Dec. 1; Newfoundland, Dec. 10; Wheatmore, Dec. 16—all Furness, Withy.

TO LONDON.—Canadian Ranger, Dec. 9; Canadian Inventor, Dec. 23—both C.G.M.M.; Ariano, Furness, Withy, Nov. 26; Missouri, White Star-Dominion, Nov. 29.

TO ANTWERP.—Canadian Ranger, Dec. 9; Canadian Inventor, Dec. 23—both C.G.M.M.

TO HULL.—Ariano, Furness, Withy, Nov. 26.

TO MANCHESTER.—Manchester Regiment, Furness, Withy, Nov. 28.

TO CARDIFF AND SWANSEA.—Canadian Traveller, Dec. 2; Canadian Commander, Dec. 6—both C.G.M.M.

TO ST. JOHN'S, Nfld.—Newfoundland, Furness, Withy, Dec. 10; Silvia, Nov. 29; Nerissa, Nov. 22—both Red Cross Line; Farnorth, Dec. 3, Dec. 17; Sambro, Dec. 9—both Farquhar SS.

TO WEST AND SOUTH COAST NEWFOUNDLAND PORTS.—Skipper, Farquhar SS., Nov. 24.

TO ST. PIERRE-MIQUELON.—Pro Patria, French Mail Service, Nov. 22; Skipper, Farquhar SS., Nov. 24.

TO BERMUDA, BAHAMAS, JAMAICA AND BRITISH HONDURAS.—Canadian Forester, C.G.M.M., Dec. 10.

TO ST. KITTS, ANTIGUA, BARBADOS, TRINIDAD AND DEMERARA.—Canadian Otter (calls at Guadeloupe), C.G.M.M., Dec. 9.

TO BERMUDA, ST. KITTS, NEVIS, ANTIGUA, MONTSERRAT, DOMINICA, ST. LUCIA, BARBADOS, ST. VINCENT, GRENADA, TRINIDAD AND DEMERARA.—Canadian Pathfinder, Dec. 2; Canadian Volunteer, Dec. 16—both C.G.M.M.; a steamer, Dec. 8; Italia, Dec. 22—both Pickford & Black.

TO NEW ZEALAND PORTS.—Canadian Challenger, C.G.M.M., Dec. 24.

TO AUSTRALIAN PORTS.—Canadian Conqueror, C.G.M.M., Dec. 3.

TO SANTIAGO (CUBA) AND KINGSTON (JAMAICA).—Caledonia, Nov. 30; Andalusia, Dec. 14—both Pickford & Black.

From Vancouver

TO YOKOHAMA, KOBE, NAGASAKI, SHANGHAI, HONG KONG AND MANILA.—Empress of Asia, Canadian Pacific, Dec. 10.

TO YOKOHAMA, KOBE, MIKE AND HONG KONG.—Tyndareus, Blue Funnel, Nov. 29.

TO YOKOHAMA, KOBE AND DAIREN.—Yoho Maru, Nov. 28; Paris Maru, Dec. 19—both Osaka Shosen Kaisha.

TO HONOLULU, SUVA, AUCKLAND AND SYDNEY.—Niagara, Dec. 14; Waiotapu, Dec. 15—both Canadian-Australasian Service.

TO MELBOURNE, SYDNEY AND BRISBANE.—Dewey, American-Australia Orient Line, Dec. 15.

TO AUCKLAND, WELLINGTON, DUNEDIN AND NAPIER.—West Sequana, American-Australia Orient Line, Dec. 15.

TO HAVRE, ANTWERP AND BORDEAUX.—Nevada, Nov. 28; Alaska, Dec. 6; Arkansas, Dec. 20—all Cie. Gle. Transatlantique.

TO MARSEILLES, BARCELONA, GENOA, LEGHORN, NAPLES, VENICE AND TRIESTE.—Carso, Dec. 7; Rialto, Dec. 14—both Navigazione Libera Triestina.

TO MANCHESTER.—London Shipper, Furness (Pacific) Ltd., Dec. 4.

TO LONDON, HAMBURG, ROTTERDAM AND ANTWERP.—Radnorshire, North Pacific Coast Line, Dec. 11.

TO LIVERPOOL, SOUTHAMPTON, LONDON AND ROTTERDAM.—Dinteldyk, Dec. 2; Loch Katrine, Dec. 16—both North Pacific Coast Line.

TO HAMBURG, ANTWERP AND BREMEN.—Indien, Nov. 29; Isis, Dec. 17—both Hamburg American Line.

TO PORT OF SPAIN, BARBADOS AND GUADELOUPE.—British Monarch, Canadian Transport Co., Dec. 10.

TO KINGSTON, JAMAICA.—Canadian Importer, C.G.M.M., Dec. 13.

LISTS OF ACTS ADMINISTERED AND PUBLICATIONS ISSUED BY THE DEPARTMENT OF TRADE AND COMMERCE

Applications for these Acts of Parliament and other publications in this list, together with remittances for the same, should be addressed to the King's Printer, Government Printing Bureau, Ottawa, marked "Attention Chief Clerk of Distribution".

Copper Bars and Rods Bounty Act. Copyright Act.
Electricity and Fluid Exportation Act. Electricity Inspection Act.
Electric Units Act. Gas Inspection Act. Gold and Silver Marking Act.
Grain Act. Hemp Bounty Act. Inland Water Freight Rates Act.
Patent Act. Statistics Act. Trade Mark and Design Act.
Timber Marking Act. Inspection of Water Meters Act.
Weights and Measures Inspection Act.

MISCELLANEOUS

Annual Report of the Department of Trade and Commerce. (Price 10 cents.)
Annual Report of the Board of Grain Commissioners for Canada. (Price 25 cents.)
Annual Report of Weights and Measures, Electricity and Gas. (Price 10 cents.)
Canada-British West Indies-Bermuda-British Guiana-British Honduras Trade Agreement (1925). (Price 10 cents.)
Canada West Indies Conference (1920). (Price 25 cents.)
Canada-West Indies Conference Report, (1925). (Price \$1.)
Dominion Grain Research Laboratory (1920). (Price 10 cents.)
Electrical Standards and their application to Trade and Commerce.
Final Report of the Fuel Controller (1920).
Grain Inspection in Canada (1914). (Price 25 cents.)
List of Licensed Elevators, etc. (Price 50 cents.)
Motion Pictures, Catalogue of. (Price 10 cents.)
Pan-Pacific Commercial Conference (1923). (Price 10 cents.)

PUBLICATIONS OF THE COMMERCIAL INTELLIGENCE SERVICE

NOTE.—Publications of the Commercial Intelligence Service are free to subscribers to the Commercial Intelligence Journal.

Commercial Intelligence Journal Weekly (In English and French), containing Reports of Trade Commissioners and other Commercial Information. Annual Subscription: In Canada, \$1; single copies, 5 cents. Outside Canada \$3.50; single copies, 10 cents.
Chinese Markets for Canadian Products (1919). (Price 25 cents.)
Czechoslovakia as a Market for Canadian Products (1927). (Price 25 cents.)
Denmark as a Market for Canadian Products (1926). (Price 25 cents.)
German War and its Relation to Canadian Trade (1914). (Price 25 cents.)
Indian Empire as a Market for Canadian Products (1922). (Price 25 cents.)
Lumber Market of Japan (1926). (Price 25 cents.)
Markets of British Malaya (1923). (Price 25 cents.)
Markets of Jamaica and the Republic of Colombia, Venezuela and Panama (1922). (Price 25 cents.)
Peru as a Market for Canadian Products (1926). (Price 25 cents.)
Report of Special Trade Commission to Great Britain, France and Italy. (French and English) 1916). (Price 25 cents.)
Representation in British and Foreign Markets (1923). (Price 25 cents.)
Republic of Chile: Its Economic Condition and Trading Opportunities (1923). (Price 25 cents.)
Russian Trade (1916). (Price 25 cents.)
Trade after the War (1916). (Price 25 cents.)
Timber Import Trade of Australia (1917). (Price 25 cents.)
Trade between Canada and the British West India Colonies (1920). (Price 25 cents.)
Trade of the New Countries of Southeast Europe (1921). (Price 25 cents.)
Trading Opportunities in Scandinavia (1922). (Price 25 cents.)
Trading with Egypt (1921). (Price 25 cents.)
Trading with Greece (1921). (Price 25 cents.)
Trade with South China (1918). (Price 25 cents.)
Trading with Spain (1920). (Price 25 cents.)
Toy Making in Canada (1916). (Price 25 cents.)
West Africa and its Opportunities for Canadian Trade (1921). (Price 25 cents.)

PUBLICATIONS OF THE DOMINION BUREAU OF STATISTICS

The following is an abbreviated list of publications of the Bureau of Statistics.

Census of Canada.

Census of Prairie Provinces (1916).

Miscellaneous Statistics respecting the following: Criminal; Education; Finance (Provincial and Municipal); Transportation, including railways and tramways, express, telegraphs, telephones, water, etc.; Production, including agriculture, furs, fisheries, forestry, mining and manufactures; Vital (annual and monthly).

Monthly Bulletin of Agricultural Statistics

Sixty Years of Canadian Progress (1927). (Price 10 cents.)

Year Book of Canada.

Report of the Dominion Statistician, Annual.

Trade of Canada (Imports and Exports), Annual and Monthly.

Trade (Internal), including grain, live stock, coal prices, etc.

COMMERCIAL INTELLIGENCE SERVICE

CANADIAN TRADE COMMISSIONERS

Argentine Republic

E. L. McColl, Reconquista No. 46, Buenos Aires. *Cable Address, Canadian.*

Australia

D. H. Ross. Address for letters—Box 196C, G.P.O., Melbourne. Office—Safe Deposit Building, Melbourne. *Cable Address, Canadian.*

Commercial Agent: B. Millin, The Royal Exchange Building, Sydney, N.S.W.

Belgium

Yves Lamontagne, 98 Boulevard Adolphe Max, Brussels. *Cable Address, Canadian.*

Brazil

A. S. Bleakney. Address for letters—Caixa Postal 2164 Rio de Janeiro; office, Avenida Rio Branco, 9. *Cable Address, Canadian.*

British West Indies

R. T. Young, Acting Trade Commissioner. Address for letters—P.O. Box 125, Port of Spain, Trinidad. Office, Colonial Bank Building. (Territory includes Barbados, Windward and Leeward Islands, British Guiana Porto Rico and Venezuela.) *Cable Address, Canadian.*

P. W. Cook. Address for letters—P.O. Box 225, Kingston, Jamaica. Office—Jamaica Mutual Life Insurance Building. (Territory covers Jamaica, Hayti, San Domingo, Central American States, Colombia, Bermuda and the Bahamas.) *Cable Address, Cantracom.*

Cuba

James Cormack. Address for letters—Care H.B.M. Consul, San Pedro 4, Havana, Cuba.

China

L. M. Cosgrave. Address for letters—P.O. Box 300. Office—North China Daily News Building, 17 The Bund, Shanghai. *Cable Address, Cancoma.*

France

Hercule Barré, 17 and 19 Boulevard des Capucines, Paris. *Cable Address, Cancomac.*

Germany

L. D. Wilgress, Gutrufhaus, Neuerwall 10, Hamburg 36. *Cable Address, Mapleleaf.* (Territory covers Germany, Russia; the countries on the eastern shore of the Baltic, Poland and Czecho-Slovakia.)

Holland

A. B. Muddiman, Beursplein 26B, Rotterdam. (Territory includes the Rhine valley.) *Cable Address, Canadian.*

India and Ceylon

H. R. Pousette, P.O. Box 2003, office, Sassoon House, 4 Lyons Range, Calcutta. *Cable Address, Canadian.*

NOTE.—Bentley's Complete Phrase Code is used by Canadian Trade Commissioners.

Irish Free State

F. W. Fraser, 66 Upper O'Connell street, Dublin. *Cable Address, Canadian.*

Italy

Jean J. Guay, Via Manzoni Nr. 5—Milan (2). *Cable Address, Canadian.*

Japan

J. A. Langley. Address for letters, P.O. Box 230. Office, Room No. 2, Meikai Building, Kobe. *Cable Address, Canadian.*

Mexico

C. Noel Wilde. Address for letters, Apartado Num. 126-bis, Mexico City. Office, Edificio Banco de Londres y Mexico, Num. 30. *Cable Address, Cancoma.*

Netherlands East Indies

R. S. O'Meara, P.O. Box 84, Batavia, Java. (Territory includes Straits Settlements, Federated Malay States, Indo-China, and Siam.) *Cable Address, Canadian.*

New Zealand

C. M. Croft. Address for letters, P.O. Box 33, Auckland. Office, Union Buildings, Customs street, Auckland. *Cable Address, Canadian.*

South Africa

G. R. Stevens, P.O. Box 683. Office, Westminster House, Adderly street, Cape Town. *Cable Address, Cantracom.*

United Kingdom

Harrison Watson, Canadian Building, Trafalgar Square, London, S.W. 1, England. (Territory covers Home Counties, South-Eastern Counties and East Anglia.) *Cable Address, Sleighing, London.*

J. Forsyth Smith, Fruit Trade Commissioner, Century Bldgs., 31 North John Street, Liverpool. *Cable Address, Canfrucum.*

Harry A. Scott, Trade Commissioner, Century Bldgs., 31 North John Street, Liverpool. (Territory covers North of England, Lincolnshire, North Midlands and North Wales.) *Cable Address, Cantracom.*

Douglas S. Cole, Sun Building, Clare street, Bristol. (Territory covers West of England, South Wales and South Midlands.) *Cable Address, Canadian.*

Gordon B. Johnson, 87 Union street, Glasgow, Scotland. (Territory covers Scotland and Northern Ireland.) *Cable Address, Cantracom.*

United States

Frederic Hudd, 44 Whitehall street, New York City. *Cable Address, Cantracom.*

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Commercial Intelligence Journal

Issued Every Saturday by the Department of Trade and Commerce

Minister: Hon. James Malcolm, M.P.

Deputy Minister: F. C. T. O'Hara

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Ottawa, November 26, 1927

No. 1243

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TRADE COMMISSIONER JAMES A. LANGLEY'S VISIT TO CANADA

Mr. James A. Langley, Canadian Trade Commissioner in Kobe, Japan, is about to undertake a tour of the Dominion in the interests of Canadian trade with that country.

Canadian firms who desire to be brought in touch with Mr. Langley or to interview him are requested to communicate with the Department of Trade and Commerce, Ottawa, in order that the necessary arrangements may be made.

CANADIAN MALTING BARLEY IN THE UNITED KINGDOM

ACTING TRADE COMMISSIONER J. C. MACGILLIVRAY

London, November 7, 1927.—Although exports of Canadian barley to the United Kingdom during the year 1926, as shown in the British Board of Trade returns, were 1,451,610 cwt., valued at the substantial sum of £593,401, this is but a small fraction of the total imports, which during the same period were 11,550,617 cwt., with a value of £5,177,105, to which contributions were made by over twenty-six different countries.

There are three principal uses for barley in the United Kingdom. These are for feeding purposes, for the manufacture of malt for distilling, and for brewing. For the last named, the highest types of barley are required and a correspondingly higher price is paid, which can be roughly stated to be 20 to

40 cents per bushel more than for the inferior grades. Out of the total imports, it is probable that some 350,000 tons a year, representing on an average market value about £4,500,000, are used for brewing and malting, the bulk of which comes from California.

Before the war, considerable quantities of Smyrna barley from Asiatic Turkey, which stood high in quality, were used by the brewers. Small shipments of this are still being received, but the bulk of this trade has been supplanted by the American barleys.

At the present time, Canadian barley is used as a feedstuff and to a considerably lesser extent by the distillers. None of it grades higher than No. 3 Canadian Western. Some thirty years ago, Canadian malting barley was shipped to the United Kingdom in fair quantities and the excellent quality of the product coming from some districts such as York County and the Bay of Quinte in Ontario is still remembered. The greater part of this was shipped to the United States, but with the imposition of a tariff against imported barley which was levied by the Americans some time in the early nineties, the trade died, as the United Kingdom market was not important enough in those days to justify its continuance. There has been since the war an increased demand for the types of malting barley such as Canada can produce. This is being met by producers in foreign countries much to their advantage. At the same time, there is no reason why Canadian malting barleys cannot be reintroduced, greatly to the benefit of the Canadian farmer, for the enhanced prices he will obtain will surely warrant the adventure.

IMPORTS

As an indication of the large quantities of barley imported into the United Kingdom, it seems well to reproduce the value and the quantities supplied by the more important contributors during the past three years. Included among the other countries are Sweden, Poland, Germany, Belgium, Austria, Roumania, Turkey, Morocco, Persia, the Argentine, and Iraq.

Imports of Barley into the United Kingdom

	1924 Cwt.	1925 Cwt.	1926 Cwt.	1924 £	1925 £	1926 £
Algeria.	105,210	443,801	.....	44,743	208,643	.....
Australia	343,258	344,820	80,183	196,109	287,109	46,774
Canada	2,955,856	3,067,701	1,451,610	1,508,227	1,546,344	593,401
Chili	1,109,568	756,218	1,026,610	663,193	516,170	540,093
Czechoslovakia	442,525	290,718	.....	420,400	285,038	.....
Denmark	756,002	196,309	.....	562,266	144,050	.....
India	4,934,839	478,180	.....	2,459,966	279,112	.....
Tunis	161,955	314,761	.....	65,520	150,238	.....
United States	5,495,965	5,582,386	3,742,331	3,493,695	3,223,383	1,724,053
Russia	1,102,359	3,611,516	.....	489,852	1,490,463	.....
Other countries	4,248,822	692,752	5,249,883	2,189,343	402,335	2,273,384
Total.	21,656,359	15,779,162	11,550,617	12,093,314	8,532,885	5,177,705

NEED FOR OVERSEAS BARLEY

Since the war there has been a noticeable transition taking place in the quality of beer which is being consumed in England. Whereas in former years it was aged after brewing and of a higher alcoholic content, it is now used soon after manufacture, is lighter in colour, non-intoxicating and quick-clarifying. This change has been brought about by a number of factors, chief among which are the changing tastes of the people, the lower costs of manufacture, and the lower excise tax payable. In any case, this new beer requires a larger proportion of the imported "sunshine" barley than was the case before, and it is in this increase that Canada has an opportunity to participate.

The area under barley in the United Kingdom is estimated to be about 1,317,418 acres and has recorded a sharp decrease in recent years. For brewing purposes, domestic barley is mixed with the imported product in a proportion of about 1 or 2 to 5.

Mr. W. H. Newman, the Dominion Cerealists, in dealing with the subject, states that the barley wanted in this country for the making of malt for brewing may be defined as barley which

- (a) is large, plump and preferably of good weight per measured bushel;
- (b) possesses a delicate golden colour rather than very white, but not weathered;
- (c) is slightly wrinkled with fine "crinkles" traversing the kernel across its diameter;
- (d) is free from cracked, skinned or broken kernels;
- (e) is free from sprouted grain;
- (f) is free from odours of musty or heated grains;
- (g) is uniform in size and quality throughout; and
- (h) presents a white starchy appearance rather than hard or "horny", when cut across the middle.

The production of barley which is able to comply with all of the above requirements involves the following considerations:—

- (a) choice of variety;
- (b) care in harvesting;
- (c) special care in threshing so as not to break the skin of the kernel;
- (d) careful cleaning by suitable machinery;
- (e) careful handling throughout to avoid damage to the grain.

He recognizes fully that soil and climate play an important part in the production of the first class of malting barley of the starchy type, but these factors are beyond the control of the growers. He states that, on the other hand, there are many districts in Canada where barley of the above type may be produced regularly irrespective of variety or any special treatment. It is in such districts particularly where special efforts could be made to lay the foundations of what can become an important industry.

In other districts where barley thrives well but which do not tend to produce starchy grain, much may still be accomplished by choosing the most suitable variety and by giving the crop careful attention and careful treatment.

VARIETIES OF BARLEY

Two of the most popular malting barleys imported from California are the six-rowed Bay and Mariout types. The former is preferred, however, and will generally bring a somewhat higher price. The Canadian barleys which most resemble these two types as well as the most generally used Chilean type are the Trebi and O.A.C. 21. These would seem to be the types to develop to compete with the Californian product.

A large quantity of the two-rowed type of barleys has also been imported into the United Kingdom this year, the chief qualities imported being Bohemian, Moravian, and Slovakian. These importations have been caused largely by the failure of the English crops owing to the rainy and sunless summer. Excellent prices have been obtained for these qualities, as will be seen from the following table. To compete with these Chevalier types, it should be possible to develop the Canadian Thorpe, Charlottetown No. 80, and the Swedish variety "Hannchen" which has done so well in certain sections of Alberta.

It may be of interest to note that at the recently concluded Brewers' Exhibition, which was held in London, the first place in the malting barley com-

petitions was secured by heavy type two-rowed Slovakian barley. Exhibits from New Zealand, Chile, Smyrna, and California also topped the list in their respective classes.

In studying barley prices, it will be noted that there is a large number of variations. This is due to the fact that malting barley is sold on selected sample only and not on any standard or defined grades. A good individual barley is sure of an equally good price. Malting barleys are purchased with as much discrimination as a vintage crop is separated from its cheaper and commoner varieties.

PRICES

As an indication of value, the following were the prices ruling on November 2 for the chief imported barleys now commonly used in the United Kingdom. These are given in shillings per English quarter (448 pounds) and also translations into dollars per Canadian bushel of 48 pounds.

	Per Quarter of 448 Lbs.	Per Bushel of 48 Lbs.
Californian (Bay Type)	52s. 0d. to 60s. 0d. or	\$1.33 to \$1.53
Californian (Mariout Type)	52s. 0d. to 57s. 6d. or	1.33 to 1.47
Californian (Chevalier)	60s. 0d. to 65s. 0d. or	1.53 to 1.67
Australian (Chevalier)	55s. 0d. to 60s. 0d. or	1.41 to 1.53
Bohemian	63s. 0d. to 75s. 0d. or	1.61 to 1.92
Slovakian	65s. 0d. to 73s. 0d. or	1.67 to 1.87
Moravian	67s. 6d. to 75s. 0d. or	1.72 to 1.92
Polish	41s. 0d. to 47s. 6d. or	1.04 to 1.21
Danubian	41s. 0d. to 42s. 6d. or	1.04 to 1.08
Tunisian	42s. 6d. to 45s. 0d. or	1.08 to 1.15

As far as the prices at present ruling for Canadian barley are concerned, it might be mentioned that in Mark Lane on November 1, No. 3 Canadian Western barley was quoted ex ship at 37s. 6d. per quarter of 400 pounds, or \$1.04 per Canadian bushel. This is equivalent to the lowest-priced European barley, whereas with attention to the details enumerated by Mr. Newman, it should bring, say, some 30 cents more per bushel.

PACKING

As already stated, malting barley is not sold on grade in bulk. Business is done on sample, to which, it seems needless to state, shipments must conform. The sample will be examined for colour, development, uniformity, soundness and starchiness, and for its germinating powers.

If Canadian barley is to come to this country to be used for brewing, it should not be sent to the country elevators in bulk. It should rather be bagged by the producer, or failing this, it should be stored in the elevator in a separate bin and there bagged. It should be borne in mind, however, that rough and too frequent handling will damage the grain and consequently lower its value.

The Californian barley is packed in sacks measuring 22 inches by 32 inches, and weighing about 12 ounces. These hold 100 pounds and the sack is paid for as barley. Chilean shippers use a heavier bag, holding over 200 pounds.

While the necessity of packing in bags may bring with it certain disadvantages, these are counterbalanced by the ease with which relatively small consignments may be assembled for shipment and sale on sample.

MARKETING

While the prospects for securing a good outlet for malting barley in the United Kingdom are excellent, it should not be imagined that this will come of its own accord. There has been a prejudice against the Canadian product owing to the poor qualities now being shipped. This must be overcome. Foreign competition, in which confidence between buyer and seller has been long established, must be met. A similar confidence must be built up between

the Canadian producer and the British purchaser. The latter is conservative and cautious. If, however, the proper attention is paid to details and the successive steps are taken with foresight and care, there is no good reason why a large part of £4,500,000 now going to foreign countries for malting barley could not be diverted to Canada.

In concluding, it seems well to draw attention to two other points which might have a bearing on the situation. As is fairly well known, a movement is now on foot to impose a duty on malting barleys imported into the United Kingdom. If this should materialize, the operation of the Imperial preference would be a distinct incentive to develop trade in the Canadian product. The second point is the possibility of the brewing of beer again being made a legitimate activity in the United States. However remote this may be, if it did happen it would divert the Californian barley to a home industry and leave a wide gap to be filled by someone else.

MARKET FOR WOOL BATHING SUITS IN NORTH OF ENGLAND

TRADE COMMISSIONER HARRY A. SCOTT

Liverpool, November 9, 1927.—While by far the largest proportion of bathing suits sold in this country are made of cotton, during recent years the demand for wool bathing suits has developed among customers who are prepared to pay a better price for a suit which permits greater freedom in the water, has a smarter appearance, and is more durable. The trade in wool bathing suits is admittedly not a large one so far, as the outlet is confined to the wealthier classes who can afford to pay the high price asked for this type of garment in comparison with a cotton suit, but the business has been steadily growing as more swimmers become acquainted with the advantage of wearing a well-knit good-quality wool suit.

The trim appearance of American bathing suits and the extensive advertising carried out lately by one well-known United States firm has helped to create a demand for American-made suits, with the result that United States exporters have been getting a substantial share of this business. Buyers recently interviewed in several of the leading Liverpool and Manchester retail drapery shops stated that English, Scotch and Continental manufacturers have also commenced turning out good-quality wool suits for this market and in some instances are producing garments cut on the American style. If Canadian manufacturers can meet this competition it should be possible to do business.

During the last season or two there has been a good demand for two-piece garments in both men's and women's sizes. Although a considerable variety of colours are shown, the most popular suits have consisted of white vest, blue trunks and white belt. In the opinion of firms approached, the demand for the two-piece garment is not likely to be as good next season, and it is reported that American lines are now being offered with the trunks attached to vest and with an imitation belt, as it is considered that this type of garment is more suitable for swimming.

Prices of bathing suits vary widely, and it is practically impossible to determine at what price a Canadian manufacturer could expect to do business, as so much depends on the appearance and quality of this class of goods, particularly for women's suits.

The best-known American wool bathing suit, which is backed up by advertising, is sold by the retail trade in women's sizes at 24s. 6d. (\$5.95) per suit. Other American wool bathing suits in fancy designs, but in much more limited demand, are retailed at much higher figures. American suits of cheaper grades are also available both in men's and women's sizes down to 16s., depending on

quality. As compared with these prices, wool bathing suits of English manufacture in two-piece garments, made up on the American style, are available at anywhere from 12s. (\$2.92) to 18s. (\$4.38), and the same conditions pretty well apply to Scotch manufacturers. Some German suits come out slightly higher in price, and do not appear to have been very popular. The medium- and lower-priced woollen suits are sold to some extent among the sporting goods houses, whereas the high-priced garment from 20s. and upwards can only be sold through the most exclusive drapery establishments. In addition to woollen suits, there is a popular good-quality cotton suit of a well-known English brand on the market for 8s. 6d. retail, which is to be found in both sporting goods and drapery shops.

Apart from one or two well-known brands, the bulk of the business in woollen suits would appear to be in garments which could be sold to the retail trade at from 100s. to 120s. per dozen, although a manufacturer who is prepared to develop the market by advertising could no doubt secure better prices.

Buying is usually done between now and the end of January, and delivery made just before Easter.

Interested Canadian firms are invited to communicate with this office.

NORTH OF ENGLAND COMMODITY MARKETS

TRADE COMMISSIONER HARRY A. SCOTT

TIMBER

Liverpool, November 8, 1927.—October was on the whole a difficult month in the timber trade of this district. Stocks generally have been quite adequate, and severe competition has tended to keep down prices. The continued depression of the Lancashire cotton industry has affected the demand for most woods both directly, as regards consumption by this very important industry itself, and indirectly through the general reduced purchasing power and subsequent shortage of money in the districts depending on the cotton trade. Nova Scotia spruce deals for prompt delivery have been offered lately at from £14 to £14 5s. per standard c.i.f. Liverpool in cargo lots. Liner parcels from this source have been very scarce, with practically a complete absence of shipment on consignment. Dantzig softwood exporters have been trying lately to raise prices but without success. Unsold Polish timber stocks available for early shipment are reported to be fairly large, but there appears to be a good demand from countries nearer than the United Kingdom, while higher c.i.f. prices have been asked than can be expected from this country under existing conditions. During the month there were two fairly large sales of European whitewood to this district and unsorted whitewood deals have sold at £14 5s. per standard c.i.f. United Kingdom port, with mill-run quality at £1 less and thirds and fourths at £2 less. The consumption of birch planks continues at a healthy rate. Quebec birch planks for delivery during the remainder of the season of open navigation on the St. Lawrence have been selling at around £25 per standard c.i.f. St. John varieties for delivery in winter liners have been offering at about £17 10s. with Halifax descriptions about £1 less. A good inquiry continues for birch logs. A few sales have been made recently of Halifax timber and also Quebec waney birch, but buying generally has been somewhat deferred, shippers showing little disposition to operate in the hope of better prices. Recent quotations on Quebec logs for delivery next spring have been approximately 4s. per cubic foot c.i.f., with New Brunswick about 2s. 9d., and Nova Scotian around 2s. 6d. There were heavy arrivals of Douglas fir during the past month, but large quantities have been delivered to customers. The popularity of this wood continues to develop at a steady pace. The shipbuilding industry is

relying to an increasing extent on Douglas fir for decking owing to the growing scarcity of the right quality of pitch pine for this purpose. Prices for Douglas fir No. 2 clear and better have lately eased a little owing to reduced freight rates and recent quotations have been from £22 15s. to £23 per standard c.i.f. Liverpool, depending upon specifications. Merchantable grades have been quoted at from £16 to £16 5s. For the month ending October 31, 1927, unofficial statistics of certain imports, consumption and stock are given in comparison with the corresponding period of 1926, as follows:—

Liverpool

	Import		Consumption		Stock	
	1926	1927	1926	1927	1926	1927
Douglas fir cu. ft.	47,000	146,000	55,000	183,000	163,000	652,000
Birch logs cu. ft.	1,000	....	5,000	....	12,000	....
Birch planks cu. ft.	20,000	39,000	55,000	42,000	152,000	211,000
Quebec yellow pine deals stds.	430	630	490	570	5,030	4,620
N.B. and N.S. spruce and pine stds.	2,050	4,190	2,580	2,540	4,750	11,220

Manchester

	Import		Consumption		Stock	
	1926	1927	1926	1927	1926	1927
Douglas fir cu. ft.	....	7,000	24,000	8,000	32,000	29,000
Birch logs cu. ft.	....	3,000	1,000	4,000	7,000	1,000
Birch planks cu. ft.	11,000	6,000	50,000	14,000	45,000	29,000
Spruce deals stds.	570	120	440	350	1,810	2,090

GRAIN AND FLOUR

The Liverpool wheat market was largely dominated by weather conditions during October. Generally favourable weather in Canada during October has improved prospects and resulted in decidedly freer offerings, although up to the present the volume of business has been very small. Prices on the month have declined about 1s. to 2s. 6d. per quarter, the largest drop being in the value of Manitoba No. 3 and lower. There has been quite a fair trade with millers during the month, but United States wheats, principally hard winter and Northern Springs, have taken the bulk of the trade, with a limited business in Argentine wheat. Arrivals in Liverpool and Manchester have been slightly above the estimated requirements for this time of the year. On the other hand, owing to the bad condition of English wheat, little or none is being used in the port mills, which means an increased consumption of the imported article. Stocks in Liverpool are about 80,000 quarters less than at the end of September, but are still comparatively large, while Manchester stocks are considered quite moderate.

Imported flour was unable to meet the competition of home mills during the past month. Toward the close of October home-milled straight run flour was being offered at as low as 36s. per sack of 280 lbs. ex mill. Canadian export patents at around 37s. 6d. c.i.f., with landing charges, etc., additional, could not make headway against this competition. In July the domestic mills did a heavy booking at around 38s. per sack, and few of the larger bakers have been in the market for any extensive purchases since. It is reported that home mills have booked ahead a lot of flour but that very few delivery orders are being given by the bakers. United States Kansas flour has been too dear and Australian has been in very poor request. The preliminary figures showing the imports of grain and flour to this area during the month of October, 1927, are as follows:—

	Wheat Quarters	Flour Sacks	Maize Quarters	Barley Quarters	Oats Quarters
Liverpool	390,362	25,807	176,857	19,870	934
Hull	189,887	7,087	134,027	130,599	...
Manchester	104,619	8,796	40,949	15,515	...
Newcastle	29,673	14,029	3,524	34	6,419

BUTTER

The general consumption of butter was fairly good during the past month, but forward trading was quiet. Interest in boxed butter was mainly in Irish owing to its relative cheapness in comparison with New Zealand or Australian, and production in Ireland was aided by continued mild open weather. By the end of the month supplies from this source diminished. Toward the close of October Irish creamery butter was being quoted at from 166s. to 168s. per cwt. on spot. No forward sales of New Zealand butter to Liverpool were reported during the month, and the few remaining spot stocks were being offered at from 180s. down to 175s. The next direct arrival to Liverpool of New Zealand butter will be toward the close of the year. Australian spot supplies at 170s. met with little or no demand. The price of Danish butter which was regularly sold as it arrived fluctuated very little during the month, and at the close was being quoted at from 191s. to 193s.

CHEESE

The demand for cheese during October was disappointing. It has been estimated in the case of Canadian ordinary cheese that consumption on the Liverpool market during the month averaged only from five to six thousand boxes per week, which is unusually low. Importers attribute the unpopular retail price of 1s. 1d. per lb. as being one reason for the slow demand lately. At the beginning of the month June-July makes of Belleville-Brockville cheese were quoted at from 103s. to 104s. c.i.f., with Townships varieties at a discount of from 1s. to 2s. September makes were asking 105s. to 106s., and a few were sold at these figures. Prices receded later in the month to around 100s. to 101s. for September varieties, but October makes, which commenced offering at around 100s. in the middle of the month, declined later to as low as from 94s. to 95s. New Zealand cheese at Liverpool was negligible during October. There were no direct arrivals, and there was no advantage in buying from London as the rail charges would render this variety non-competitive with Canadian spot supplies. Imports of ordinary Canadian cheese to Liverpool during October, 1927, amounted to 30,302 boxes. Some 7,164 bundles and 1,262 cases and cartons of processed cheese arrived during the month. From April 1, 1927, to October 31, 1927, Liverpool imports of cheese from Canada amounted to 119,310 boxes of ordinary and 27,134 bundles and 6,958 cases and cartons of processed cheese. During the corresponding period of the previous year 154,795 boxes of ordinary and 43,198 bundles and 2,924 cases and cartons of processed cheese arrived at this port.

BACON

October was a most disappointing month for the moderate supplies of Canadian bacon offered on this market. In addition to plentiful arrivals from Denmark and other Continental countries, killings in Ireland have been heavy with the result that more Irish bacon has been offering than for the past three years. The market for hams was also weak owing to relatively cheap offers of gammons cut from Continental Wiltshire sides. Recent average on spot quotations for bacon, per 112 lbs., have been as follows: Canadian Wiltshires, 76s. to 78s.; Danish, 81s.; Swedish, 77s.; Dutch, 76s., and Irish anywhere from 82s. to 92s. Canadian bacon imports to Liverpool during October amounted to 1,896 cases and 3,922 bales. Total Canadian imports to Liverpool from April 1, 1927, to October 31, 1927, amounted to 16,828 cases and 22,766 bales, as compared with 23,455 cases and 25,313 bales during the corresponding period of the previous year. The following are unofficial estimates of the stocks of provisions in the

port of Liverpool on October 31, 1927, as compared with September 30, 1927, and October 30, 1926:—

	Oct. 31, 1927	Sept. 30, 1927	Oct. 30, 1926
Bacon (United States and Canadian) cwt.	29,055	23,718	6,060*
Hams (United States and Canadian) cwt.	7,125	10,749	1,932*
Shoulders (United States and Canadian) . . . cwt.	1,032	1,035	1,213*
Butter (all countries) cwt.	5,274	4,707	11,715
Cheese (full shapes) (Canadian and United States) boxes	39,794	26,512	31,829
Cheese (full shapes) (Australian and New Zealand) crates	64	585	128
Cheese (full shapes) (50 lb. and under) . . . boxes	18	19	56
Cheese (manufactured) lb.	14,955	13,129	14,820
Lard (prime steam western) tierces	916	630	1,004
Lard (imported pure refined lard, packed in tierces, firkins or other packages) tons	1,419	2,757	4,416

* Boxes.

EGGS

The supply of fresh eggs declined as usual during October and English new-laid eggs have recently been worth from 25s. to 26s. per 120, wholesale. Irish extras selected toward the close of the month were worth around 23s. 6d. and selected 22s. 6d. The sale of cold-stored Irish eggs has been steady but prices have not advanced, and wholesalers who did not cover their requirements earlier in the spring have had little difficulty in getting supplies at satisfactory figures, contracts having been placed recently for delivery to the end of the year at 14s. 9d., so that there will apparently be no scarcity of cold-stored Irish eggs this season. A few hundred boxes of American eggs arrived at Liverpool during the month and sold at from 16s. to 16s. 6d. ex quay per 120. South African eggs in excellent condition have been brought from London and sold from 17s. 6d. to 18s., but the trade for these is limited. The arrivals of Danish eggs to Liverpool and Manchester have been considerably less this year than in previous seasons, as new-laid English eggs from the poultry farms of North and East Lancashire have become increasingly plentiful. In addition, the greatly improved method of packing and selecting eggs in both the Irish Free State and the North of Ireland, since the new regulations went into force in these two countries, has tended to restrict the demand for Danish eggs on the Liverpool and Manchester markets.

HAY

Arrivals of Canadian hay to Liverpool during October are estimated at over 31,000 bales as compared with 36,000 bales during September and 26,630 bales in August. Owing to continued heavy shipments prices for Canadian hay have been kept at from 82s. 6d. to around 85s. per ton, c.i.f. at Liverpool, and in Manchester business has been done at slightly lower figures. The tendency at present is toward higher prices.

WEST OF ENGLAND INTEREST IN CANADIAN CIGARS

TRADE COMMISSIONER DOUGLAS S. COLE

Bristol, November 4, 1927.—At the annual dinner of the Royal Colonial Institute, Bristol, at which the chief speaker was Field-Marshal Viscount Allenby, one of the surprises of the evening was the distribution of Canadian manufactured cigars from both British Columbia and Quebec tobaccos. Many favourable comments were passed concerning their quality. It was pointed out that the two sources were over 2,000 miles distant from each other, and yet both provinces were capable of producing cigar tobaccos of very fair quality. The cigars from British Columbia were furnished through the courtesy of Mr. Otto

R. Brener, president of the B.C. Tobacco Products Limited of Vancouver; those from Quebec were supplied by Col. J. Bruce Payne, of Granby, Que.

Press reports of the dinner stated that exports of Canadian leaf tobacco to the United Kingdom in 1921 were the small amount of 174,000 pounds and in 1926 this had grown to 4,900,000 pounds. It was noted that the preference on Empire-grown tobaccos had been of assistance, but in addition the quality of the Canadian leaf had given satisfaction to the English importers, otherwise such growth as is indicated above would have been impossible.

CUSTOMS REGULATIONS

In reference to the importation of Canadian tobacco and cigars, considerable vexation has been caused by failure to observe the conditions laid down in the customs regulations, which if not strictly complied with by the shipper means that the full rate of duty must be paid. For the advice of any firms considering shipping Canadian cigars to this country and who wish to obtain the benefit of the Imperial preference, attention is drawn to publication Notice No. 27A issued by His Majesty's Customs. On page 10 it is noted as follows:—

Preferential rate of customs duty on manufactured tobacco (including cigars) imported from any part of the British Empire shall be allowed only in respect of such proportion of the dutiable material used in the manufacture of the goods as is shown to the satisfaction of the Commissioner to have been grown in the British Empire.

The evidence of origin required by the Customs Department in support of a claim for preference in respect of cigars is a certificate in the form Appendix F, as shown on page 14 of Notice No. 27a. The main certificate must be given by the manufacturer and the information, particularly as regards proportion of Empire dutiable materials, must be stated. In the case of imports by parcel post, attention is drawn by the Customs Department to the fact that the certificate should be included in the package with a note on the outside wrapper indicating that the certificate is so enclosed.

STRONG EMPIRE SENTIMENT

There is a strong Empire feeling in England for tobaccos from Empire sources provided quality is maintained. There are certain blends of Empire smoking tobaccos being sold retail at 7½d. per ounce (15 cents) as compared with the average price of 1s. (24 cents) for ordinary smoking mixtures. One Canadian exporter who has had long and varied experience is of the opinion that it is not a wise policy to use the cheaper varieties of Empire tobaccos and sell them in this country at a low price. This cheapening in price of Colonial tobaccos is inclined to convey the impression to the consumer that he is receiving very inferior grade; the wiser policy is to buy the better grades of Colonial to replace other tobaccos, thus selling on a basis of quality.

On the other hand, it must be admitted that with the lower wage scale in England as compared with North America, a cheap tobacco at 15 cents per ounce opens up a new field for large consumption. The balance of responses to inquiries of retailers indicates that in the better-class districts the sale of Empire-grown tobaccos is growing but slowly. More satisfactory returns are received from the poorer districts.

CIGARETTE TOBACCOS

It is the considered opinion of a number of English manufacturers that Canadian Virginian is really the only tobacco devoid of the distinctive flavour that most Empire tobaccos carry, and is most like the real Virginia tobacco. It, however, lacks the very bright colour which Rhodesian and Carolina tobaccos have. This it is understood is on account of the fact that tobacco is

grown in Canada for wrappers, the farmers producing for weight rather than texture. Undoubtedly the Canadian quality is very good, and it is springy and bulky when cut up.

Several types of Empire-grown cigarettes are on the English market, and it is ascertained from reliable sources that good cigarettes can be made with Canadian tobacco in combination with cheap bright Carolina tobaccos, or better still, an all-Empire blend might be obtained with a small proportion of Southern Rhodesian brights. Samples of cigarettes made from all-Canadian tobaccos appear to be satisfactory. There is not at the present time an all-Canadian cigarette on the market, due chiefly to the fact that supplies for this type have not been available in any quantity. Within the next year this difficulty should be overcome.

BRITISH INDUSTRIES FAIR, 1928

The attention of Canadian manufacturers is again drawn to the coming British Industries Fair. The fair will be held in London and Birmingham from February 20 to March 2, 1928, and promises to surpass even that of 1927, when over 80,000 buyers and others visited the fair. So numerous have been the applications for exhibiting space that it has been necessary to provide additional halls to house the exhibits. The fair has already broken all its previous records for size and number of exhibitors. Following the usual practice, the public will be excluded during business hours, and no duplication of exhibits will be allowed. Each article will require to be shown by its actual maker only and on his own stand.

The Industries Fair affords trade buyers an unequalled opportunity of seeing, with a minimum of expense, the products of not only Great Britain but of the whole British Empire.

Only manufacturers are permitted to exhibit, and the fair is held in two parts, one in London and the other in Birmingham. They are held at the same time, and the traders exhibiting are so carefully and strictly divided between the two sections that a buyer is assured that all the exhibitors in any particular trade are either in the London or Birmingham section.

The British Industries Fair affords the Canadian manufacturer a splendid opportunity to place his products before English and Continental buyers.

The charge for space is 3s. or 72 cents per square foot. Full information may be obtained on application to H.M. Senior Trade Commissioner in Canada and Newfoundland, 1111 Beaver Hall Hill, Montreal.

TRADE COMMISSIONER G. B. JOHNSON'S ITINERARY IN CANADA

Mr. G. B. Johnson, Canadian Trade Commissioner in Glasgow, is now about to conclude his tour of Canada undertaken in the interests of Canadian exporters to Scotland and Northern Ireland. The following are his concluding dates:—

Toronto.. . . .	November 21 to 30
Hamilton.. . . .	December 1 and 2
Windsor.. . . .	December 5 and 6
London.. . . .	December 7 and 8
Stratford.. . . .	December 9
Guelph.. . . .	December 12
Kitchener.. . . .	December 13
Brantford.. . . .	December 14
Woodstock.. . . .	December 15
St. Catharines.. . . .	December 16

NEW ZEALAND'S DAIRY INDUSTRY*

II

Dairy Export Control

Auckland, October 25, 1927.—Shortly before the war, New Zealand's exports of butter had amounted to 250,000 or 300,000 cwt. a year, while those of cheese had increased rapidly to a record figure of 611,663 cwt. in 1913. At the same time the trade in these products had been to a large extent a seasonal one and had been carried on principally in answer to the demand of the South of England market. Increased production during the war years, first reflected in cheese exports and later to a more marked degree in those of butter, and the keen competition of the readjustment period made apparent to New Zealand producers the necessity of instituting some form of control of the distribution and sale of their products in the United Kingdom market. This necessity resulted in the enactment by the New Zealand Parliament of the Dairy Export Control Act, 1923.

DUTIES OF THE DAIRY PRODUCE BOARD

In brief this act provided for the establishment of a Dairy Produce Board whose duties, broadly defined, were the control of the export and sale of butter and cheese in the best interests of the producers. The board was to consist of two nominees of the Government, nine representatives of the suppliers to dairy factories, and one member representing manufacturers of dairy produce. Expenses of administration incurred by the board were to be met by levies on butter and cheese exported. The operation of the act was subject to veto by the majority of the dairy producers of the Dominion as determined by popular vote. Provision was made at the same time for the maintenance in London of an agency of the Dairy Produce Board. Its personnel was to include such a number of persons as should be decided by the board itself, but at least one of this number was to be appointed by the Government. The functions of this subsidiary body were to supply information regarding current prices and similar matters relating to the disposal of New Zealand dairy produce overseas and to administer whatever form of control of the marketing of these commodities was decided by the board itself.

Extensive powers covering the control of exports and the marketing of dairy produce were conferred on the board by the Dairy Export Control Act. Exports could be made only by licence and in conformity with prescribed conditions and restrictions. Freight contracts for carriage by sea could also be made only by the board, acting as agents for the owner, while this body, in addition, was empowered to arrange for and direct as it saw fit the shipping, handling, storage, and marketing of all goods coming under its authority and to arrange marine and other insurance against losses.

MINIMUM PRICE-FIXING AND POOLING OF EXPORT

Up to August 31, 1926, the board did not own the produce, contenting itself with the exercise of the functions outlined above, but after that date, in accordance with the provisions of the Act, absolute control of the produce was assumed. A system of minimum price-fixing on the English market with a view to stabilizing prices was adopted and coincidentally the pooling of the entire export of butter and cheese, with a view to obtaining equal prices, according to grade, was introduced. The successful initiation and operation of such a plan

* The first of this series of reports, on the Dairy Industry in the Waikato District, was published in No. 1237 (October 15).

would necessarily have been fraught with many obstacles under favourable or at least normal conditions. As it was, at its inception, the situation was that something over 500,000 boxes of New Zealand butter had been carried over in London from the previous season and remained unsold, awaiting higher prices which, due largely to the coal strike, had not been obtainable. The enforced sale of these amounts at reduced prices could not but affect the board's original efforts. Its stocks accumulated until a degree of alarm was felt regarding the outcome of the new scheme, faced with such an embarrassing situation at its commencement. The board, however, in order to liquidate the accumulation of revealed stocks, decided to remove the minimum prices and force a certain amount on the market each week until more normal holdings were attained. The immediate result, of course, was a considerable reduction in price which, in turn, led to increased demand and the desired position where the requirements of the trade were met weekly and the board carried any surplus stocks rather than permitting it to be forced on the market at too low prices.

The operation of the scheme of absolute control and price-fixing had met with no small degree of opposition from the dairying community in New Zealand, and after considerable agitation it was decided at the June (1927) meeting of the board to abandon it. Since this decision the operations of the board and its London agency have been limited to those originally assumed. A feature of recent activities of the London agency has been a campaign of advertising which it is hoped will stimulate the demand for New Zealand dairy produce. Increased sales in the United Kingdom market are anticipated and throughout the country the feeling is prevalent that "the industry will settle down to the less congenial but more profitable task of improving and increasing production." The adoption of this policy combined with the experienced direction of sales by the Dairy Board point to greatly enhanced prosperity in New Zealand's most important industry.

AUSTRALIAN FISHING INDUSTRY

C. HARTLETT, OFFICE OF THE TRADE COMMISSIONER

Melbourne, October 19, 1927.—A conference of representatives of the Fisheries and Game Departments of the Australian States and Development and Migration Commission was recently held in Melbourne to discuss plans for the establishment and development of the fishing industry on an economic and profitable basis.

The following fifteen points were discussed by the conference:—

- (1) The question of the necessity for developing the fishing industry on the coasts of Australia;
- (2) Trawling and related industries, and by what means they may be developed;
- (3) Transport and distribution of fish, including marketing;
- (4) The capture and treatment of non-edible fish for the production of oils, leathers, fertilizers, etc.
- (5) Collection of data concerning main currents and distribution of plankton;
- (6) Improved methods of preserving fish (a) from capture to sale in fresh condition, (b) in the form of tinned fish, and (c) in the form of dried fish;
- (7) The possibilities of acclimatizing suitable species of food fishes;
- (8) Uniform regulations regarding minimum weights at which different species of fish may be captured;
- (9) The necessity for uniform laws regarding the capture and treatment of whales, granting of whaling licenses, etc.;

- (10) The development of the crayfish industry;
- (11) Distribution and classification of the sponges of Australia and the possibilities of developing this industry;
- (12) The question of uniformity in the granting of licences for the capture of turtles, and the regulating of close seasons, etc.;
- (13) (a) the establishment and maintenance of a central marine biological station, and (b) the establishment of an institute in association with an Australian university for the development of teaching and research in fisheries matters;
- (14) Factors of destruction in fisheries matters;
- (15) The relation between fisheries development and migration.

The conference sat for four days and various sub-committees were appointed for the purpose of reporting on plans for organization to further sittings of the conference.

It was strongly emphasized at the conference that the establishment and development of the industry on modern lines would create a new field for migration of skilled British fishermen and their families who could be brought to Australia under the migration agreement between the British and Commonwealth Governments.

PRODUCTION OF OIL FROM BROWN COAL

C. HARTLETT, OFFICE OF THE TRADE COMMISSIONER

Melbourne, October 19, 1927.—Representatives of the L. and N. Brown Coal Company, a subsidiary of the Sensible Heat Distillation Company of England, have arrived in Australia to make preliminary investigations into the establishment of an industry for the production of fuel oils from brown coal.

This company, which is said to have a working capital of £250,000, has taken up an area at Morwell, in the State of Victoria, which is estimated to contain about 400,000,000 tons of brown coal, and will utilize the L. and N. process of distillation, by which motor spirit, lubricating oils, and other products will be extracted from coal.

It is stated by these representatives that operations would be started immediately at Morwell (about 90 miles from Melbourne) first to clear the overburden of about 37 feet of earth and clay, and then to mine the brown coal by open cut. Two excavators, each capable of extracting 1,000 tons of coal a day, are to be installed. Of the 2,000 tons obtained each day, the company intends to sell 1,000 tons as mined, and from the remainder to secure oils and high-grade gas, and also to pulverize the residual fuel for use in industrial and marine boilers. From tests made in England, it is estimated that for every 1,000 tons of this brown coal 28,000 gallons of the best crude oil would be obtained, as well as 700 tons of residual fuel, and millions of cubic feet of gas.

The brown coal fields at Morwell are claimed to be the most extensive in the world and easily worked by the open cut after the overburden has been removed. It is here that the great plant of the State Electricity Commission of Victoria is operating, from which light and power are being supplied to Melbourne and country districts of the State. Briquettes, for the manufacture of which a large modern plant was obtained from Germany, are also an important product.

The L. and N. process is said to be successfully operating in other countries, hence it is anticipated—after the tests of the coal made in England—that it will also be successful in Australia where the deposits of brown coal are almost inexhaustible, easily worked, and at least equal in quality to similar coal mined elsewhere.

POPULATION OF AUSTRALIA

C. HARTLETT, OFFICE OF THE TRADE COMMISSIONER

Melbourne, October 19, 1927.—The Commonwealth Statistician and Actuary has made available an estimate of the population of Australia of 6,167,429 as at June 30, 1927, comprising 3,154,121 males and 3,013,308 females. The total increase for the year was 123,505. Of the increase the excess of births over deaths accounted for 75,442, while the excess of arrivals over departures accounted for 48,063.

The figures indicate that since the census of April, 1921, the population of Australia increased by 731,695, made up of 502,186, or 69 per cent of the total increase due to natural increase—that is excess of births over deaths—and 229,509, or 31 per cent, due to excess of arrivals over departures. The increase represents an average of slightly more than 2 per cent per annum.

GERMAN FISH MEAL MARKET REPORT

TRADE COMMISSIONER L. D. WILGRESS

Hamburg, November 5, 1927.—The business in fish meal in Germany continues to be disappointing for this period of the year, and the demand is short of what was anticipated some weeks ago. The market is at present quiet and the trend of prices is reported to be weak for the first time for many months. The farmers are still buying from hand to mouth, but the stocks in the hands of dealers are gradually decreasing. The outlook for the immediate future is not considered to be bright, although the probable future course of prices is still regarded as uncertain.

The c.i.f. quotations show little change over the previous month. In general there has been a slight decline in the quotations for cod and white fish meal and a slight increase in the quotations for herring and pilchard meal as a consequence of the shortage of Norwegian supplies.

The following are the present prices, c.i.f. Hamburg, paid by importers, dependent upon quality and reputation of shipper:—

	£	s.		£	s.	
Norwegian cod meal..	20	0	to	21	0	per 1,000 kg. (2,204 lbs.)
Scotch white fish meal	19	0	to	20	0	per long ton (2,240 lbs.)
English white fish meal	19	0	to	19	10	per long ton
North American white fish meal.. . . .	19	0	to	19	10	per long ton
Norwegian north coast herring meal nominally	17	15	to	18	0	per 1,000 kg.
Norwegian west coast herring meal	16	15	to	17	10	per 1,000 kg.
North Pacific coast pilchard meal	16	15	to	17	0	per long ton

According to the shipping statistics of the Port of Hamburg, approximately 2,958 metric tons of fish meal arrived from Norwegian ports and Iceland during the month of October as compared with 3,733 metric tons in September. From British ports there arrived at Hamburg during October 1,496 long tons as against 1,481 long tons in September. From Eastern United States ports the arrivals in October were 180 long tons, of which 80 tons came from Boston, 75 tons from Baltimore, and 25 tons from New Orleans. This compares with 368 long tons arriving from Eastern United States ports in September. From Montreal 169 long tons arrived in October as against 242½ long tons in the previous month.

The month of October was notable for the arrival at Hamburg of the first considerable direct shipments of fish meal from the North Pacific coast. These included 10,897 sacks from Vancouver and 1,180 sacks from Tacoma.

Other shipments of fish meal to arrive at Hamburg during October were a fairly large parcel from Rotterdam and small lots from Morocco, Spain, and Portugal.

PULP AND PAPER INDUSTRY OF THE NETHERLANDS

TRADE COMMISSIONER A. B. MUDDIMAN

Rotterdam, October 20, 1927.—In North Holland the Dutch paper industry saw its beginnings and that area is still its centre. The first paper mill was erected on the Zaan River in 1586. In 1597 another was started at Hattem and the Veluwe is still a centre where notepaper, book, and printing papers are made. Over twenty mills are in operation and their products cover a considerable variety of papers. The largest local production is in strawboard, straw wrappings, news and printing papers. The manufacture of hand-made paper is now limited to the Gelderland area, and it is said to be practically all exported, being too high class a product for domestic consumption. Local production does not cover surface-coated papers, coated art, genuine vegetable parchment, bleached tissues and thin copying.

PULPWOOD LARGELY IMPORTED

The Netherlands is one of the poorest countries in Europe in regard to timber. There are only 613,344 acres of forest land or about 7.6 per cent of its total area of 12,588 square miles. This corresponds to about 0.1 acre of forest land per head of population. Although higher than the United Kingdom, this is a very small ratio as compared with (say) Finland. The forest areas, particularly those in private hands, are small and scattered. It is said very little of their wood is now used for pulp. Because of this nearly all the country's requirements are imported from Russia, Scandinavia, and other Northern European countries.

The following are the most recent figures in regard to the imports of pulpwood: For the nine months ending September:—

	Cubic Metres	1,000 Guilders
Total 1926 period	227,931	2,750
Total 1927 period	248,194	3,106
European Russia	147,342	1,907
Finland	94,989	1,122
Latvia	2,429	31
Esthonia	3,129	39

DOMESTIC PULP INSUFFICIENT

Because of the lack of native pulpwood, not only is pulpwood imported, but also pulp. The following are the most recent figures in regard to the imports of pulp for the nine months ended September:—

<i>Mechanical Woodpulp—</i>		Tons	1,000 Guilders
Total 1926 period		6,914	341
Total 1927 period		7,478	330
Germany		1,753	92
Norway		1,735	63
Sweden		3,594	141
<i>Chemical Woodpulp—</i>			
Total 1926 period		31,059	4,916
Total 1927 period		37,119	6,444
Germany		14,127	2,220
Norway		8,270	1,989
Sweden		10,706	1,786
Finland		3,041	321

Such exports of pulp as there are from the Netherlands are made up of chiefly chemical cellulose, made in Dutch mills from locally grown straw. It must be remembered that pulp is also imported from Scandinavia for the Dutch artificial silk factories. The quantity of this rayon pulp is not inconsiderable bearing in mind the importance of the Dutch artificial silk industry.

On behalf of the leading paper mill in Holland the following statement was made on imports of pulp:—

These quantities of pulp originated from Scandinavia, Finland, Germany, and, for a smaller part, from Czechoslovakia. These countries, on account of their geographical situation, find a natural market in Holland for a certain part of their production. Although being the largest consumers of wood-pulp in Holland, we practically do not share in these imports, as we are manufacturing chemical as well as mechanical wood-pulp ourselves and our production fully covers our consumption. The above imports are distributed amongst various small mills. However, we do not think it will be possible to have these mills supplied with Canadian pulp, as none of them would be in a position to order a full cargo of say 4/6,000 tons, and as far as we can judge, the freight for smaller parcels will undoubtedly spoil the possibility of any transaction.

Another mill, on the other hand, took quite a different view:—

We certainly believe there is every possibility of doing a good trade in Canadian pulps. In fact, a few years ago we have had already a few hundred tons of mechanical, although it was coarser than what we are used to. If you want to work up a trade, we think you had better appoint an expert papermaker as agent and we are quite willing to assist you in this respect.

This mill produces three kinds of paper: (1) woodfree writing or printing paper, exclusively made of bleached and non-bleached wood cellulose; (2) paper containing mechanical wood-pulp; (3) imitation parchment of wood cellulose.

Another mill gave the following statement in March, 1927:—

We use principally light-bleachable and bleached cellulose, which we obtain from Scandinavia and Germany. The prices for the very best light-bleachable run around 165 fl. c.i.f. Rotterdam per 1,000 kilos, basis 90/100. Prices for bleached vary according to quality and run from 190 fl. to 215 fl. per 1,000 kilos c.i.f. Rotterdam, basis 90/100. As far as quality was concerned, Canadian offers have certainly appealed to us; but prices have been too high.

Another mill in March, 1927, stated they were using bleached sulphite and bleached aspen pulp from 18.50 to 22 fl. per 100 kilos c.i.f. Dutch ports, as well as Alpha-Esparto pulp. A fourth mill stated it would only buy from Canada if price conditions were better than European offers. A fifth mill stated they were interested in unbleached sulphite cellulose, first quality, basis 90/100, which in March was obtained at around 14 fl. per 100 kilos c.i.f. Amsterdam or Rotterdam.

As the views are conflicting, it may be as well to classify them. It would seem that the first mill, with others, regards the importation of Canadian pulp as impracticable. But this mill alone makes pulp itself from pulpwood both native and imported. Ships with wood from Russia come right up to the firm's landing stages and it is the principal source of domestic-made newsprint.

On the other hand, those mills which are interested in Canadian importation lay great emphasis on price. This is not inviting in view of the rates quoted by the Finns and Swedes. The longer railroad freights and ocean freights from the Canadian sources of supply put them at a disadvantage which perhaps only exceptional circumstances can obviate. But the fact remains that there are a number of firms always interested in Canada as a source of supply for pulp if prices are competitive. As one firm interested in the import of rayon pulp put it: "Should Canada not be in the market for Holland at present, we request you to keep our name before you and give us any information as soon as there is any outlook to do business."

The prices for bleached sulphite in the Netherlands in the first week of September this year ranged from 17.50 to 19 fl. per 100 kilos 90/100 c.i.f. Rotterdam. A strong sulphite, a sample of which has been filed with the Department marked "A", was offered at 12.75 fl. 90/100, and Swedish mechanical pulp (sample "B" as filed) was Swedish kr. 45, 50 per cent moist, c.i.f. Rotterdam.

Besides the import of wood-pulp and pulp, rags are also used in the manufacture of paper of the best quality. Although the Netherlands exports rags to the United States and other countries, they are also imported.

LOCAL PRODUCTION OF PAPER

A list of the principal paper mills in the Netherlands with the grades of the papers they manufacture has been filed at the Department of Trade and Commerce, Ottawa, and is available for persual by interested Canadian firms. The Netherlands are more of a paper exporting than importing country, owing chiefly to the cheapness with which paper products of straw can be produced and the demand which has developed abroad for these. At the beginning of the nineteenth century hand-made paper gave place to machine-made paper, due to the invention of the Frenchman, Nicholas Robert. The first mechanical paper factory in the Netherlands was founded at Zaandijk in 1834, and by 1859 all the old hand-making paper factories were being changed into mechanical, with few exceptions. The straw cardboard factories around Groningen in the north draw their raw materials from the grain lands in which they are situated. In 1922 these factories turned 152 million kg. of straw into 122 million kg. of strawboard. Over 80 per cent of the strawboard output is exported to England, while the balance, save a little used at home, goes to various foreign countries. From 1874 onwards the straw paper industry grew. Imports of papers are naturally limited largely to those varieties not manufactured locally or only in a small way and include wrappings, writing, book, and newsprint.

Newsprint

	1926		1927 (Jan.-Sept.)	
	Tons	1,000 Guilders	Tons	1,000 Guilders
Total	22,637	3,964	18,959	3,057
Germany	15,013	2,664	9,421	1,554
Norway	2,499	429	4,419	719
Sweden	2,451	434	843	140
Finland	2,169	356	3,984	596

Printing and Writing Paper and Writing and Printing Cardboard n.op., containing Wood Cellulose

	1926		1927 (Jan.-Sept.)	
	Tons	1,000 Guilders	Tons	1,000 Guilders
Total	10,580	2,792	10,834	2,505
Germany	9,187	2,363	9,827	2,226
Great Britain	182	84	174	68
Sweden	715	208	334	99

Printing and Writing Paper, containing no Wood Cellulose

	1926		1927 (Jan.-Sept.)	
	Tons	1,000 Guilders	Tons	1,000 Guilders
Total	6,343	2,423	4,829	1,890
Germany	3,766	1,406	2,893	1,076
Belgium	746	207	503	142
Great Britain	1,275	578	1,158	516
France	34	46	16	31
United States	47	45	63	53
Norway	81	27	101	36
Sweden	275	72	...	...

Wrapping Paper

	1926		1927 (Jan.-Sept.)	
	Tons	1,000 Guilders	Tons	1,000 Guilders
Total	14,265	2,714	8,251	1,821
Germany	11,009	1,870	4,259	807
Belgium	241	61	303	78
Norway	490	127	560	151
Sweden	1,928	497	2,880	722

Germany supplies chiefly wrappings, writing and book papers, with smaller amounts of newsprint. The quantities imported from Germany of other varieties would seem to be small. The quality in the case of blotting and carbon paper is poor.

NEWSPRINT

Approximately 25 per cent of the newsprint used in the Netherlands is supplied by domestic mills. This arrangement was forced on the trade during the war. In the case of war or strikes, consumers not previously taking a quota from the home manufacturers would be unsupplied and thus, cut off from foreign sources of supply, would be without material to carry on with.

News reels are principally used in this country of the following widths: 90 cm., 180 cm., $69\frac{1}{2}$ cm., $104\frac{1}{2}$ cm., 83 cm., $41\frac{1}{2}$ cm., 86 cm., 135 cm. The substance of the newsprint in use is 50 gr. per square metre. The various widths cited above refer to those measurements for the usual big contracts. There are also a good many smaller newspaper consumers using from 5- to 10-ton lots, who usually combine to make their joint requirements suitable to machine trim of mill. A leading importer informed the writer that he presumed "the bigger and smaller lots used will make up approximately a total of 20,000 tons a year". Contracts are made for a whole year for goods to be shipped in monthly instalments.

One paper firm approached the writer for direct relations with exporters, but this method is the exception. What was desired in this particular case were widths of rotation paper of $41\frac{1}{2}$, 83, $124\frac{1}{2}$, and 166 cm. The yearly consumption was 700 tons and the substance was the standard 50 grams per square metre. A sample of the paper requested is filed as Exhibit "C". The best method in which to obtain this business, however, as far as the writer can see, is through a local Dutch paper agent, who knows the intricacies of the trade. There are three principal agents—one each in Rotterdam, Amsterdam, and The Hague—and their names have been filed at the Department of Trade and Commerce, Ottawa, as Exhibit "D".

KRAFT PAPER

Germany supplies the bulk of the kraft paper that is imported into Holland. This is chiefly of a low quality and type. Better qualities come from Sweden and a little from Norway. Some Canadian paper has been coming into this market and has been well liked. One big factory was prepared to advertise and deal solely in it in their exportation of bags to the United Kingdom. This firm are still looking for a connection for a reliable Canadian kraft and were prepared, according to their statement to the writer, to order 50 tons a month. Another paper mill requires kraft paper similar to sample marked "E", filed at the Department, and wishes to receive offers and counter samples. High-class wrapping paper such as Canadian is not used in the general run of business, however, as it is in England or France. The biggest demand is for making bags for re-export and also for pasting on strawboard cartons as a covering; these are largely re-exported to England. The ordinary retail trade uses the low-grade German kraft and is quite satisfied with it, as price rather than quality counts in the average retail trade in Holland. The better-class stores, however, in places like The Hague do use a better-quality paper. A sample of the grade of kraft sold, 70 grams per square metre, has been transmitted to the Department, marked "F". This is purchased by one of the leading importers in lots of from 100 to 250 tons at a time. Further samples of types of paper have been filed under "G", "H", and "I". These are really imitation krafts, having been made for a great part out of scraps of cellulose, which is the standard type of kraft manufactured on the Continent and against which Canadian manufacturers would have no chance of competing. The substances in such krafts as those used are from 50 up to 90 grams per square metre. If satisfactory counter offers could be obtained from Canada, this office is in touch with a firm interested in contracts amounting to about 500 tons.

Canadian mills should note that kraft paper is used in Holland as a rule in the undermentioned sizes and widths: width reels, 80, 90, 100, 120, 140 cm.; substances, 40, 50, 60, 70, 80, 90 grams. It is also imported in sheets of 75 by 100 cm., substance as above. It is used in brown as well as other colours, broad striped and narrow striped, machine glazed. The market is particularly interested in M.F. kraft of 25/30 grams per square metre, which is bought in smaller lots. One firm has requested quotations for 50-ton lots of 25 to 30 grams per square metre. The high quality of Canadian kraft appeals to the better importers.

WALLPAPER

Wallpaper is made in Holland in one small factory originally started by Germans and now taken over by a firm of wholesalers and retailers, who, it is understood, control at least 70 per cent of the trade. Whether or not this industry will survive has yet to be proved. Of the imports for 1927 up to date, Germany supplied very nearly 75 per cent. A small quantity comes in from Belgium, Great Britain, and Sweden. Practically all Dutch requirements were imported from Germany before the local industry was started. The second place has generally been disputed between Great Britain and Sweden, with the advantage to the former. In 1920 the United States exported to Holland probably its largest quantity (115,929 kg.). The next year it practically dropped out of the trade, partly on account of high exchange and freight rates, in competition with other countries. So far as the writer knows, the United States has never recovered that position. After the war the increased building aided by the Government and municipalities gave a brisk movement to the wallpaper trade. This extraordinary building activity has now ceased, and the wallpaper trade is practically for repapering. In Holland wallpapers are generally fixed right on to the walls. In the case of partitions or inner walls, they are usually of brick plastered over and the wallpapers are pasted over the plaster. With regard to the outer walls, however, Holland is so damp, both underground on account of its lowness and overhead owing to its wet climate, that in order to prevent the moisture from oozing through the walls and thereby attacking the paper, the wallpaper is often spaced from the walls by a wooden frame, on which linen or canvas is stretched and on which the paper is placed. As far as the writer has seen, the pre-war custom of repapering walls once a year, on account of the high cost, has not come back again and papering is only done when it is absolutely necessary. Yet wallpapers are used much more extensively in Dutch houses than paints or calcimines. In fact, very often offices which are in private houses have their walls papered. The majority of Dutch business offices in Amsterdam are in private houses in the older quarters, and these are wallpapered.

Wallpaper is generally imported in rolls of 8 yards and prices should be based on that length as far as possible, so the writer has been informed. German exporters generally supply a paper about 20 inches wide, including trimmings. Borders are sold in pieces of 8 yards. Very few light-coloured wallpapers are in use in Holland. This is probably due to the effect of the damp on the paper. A light wallpaper would become stained or discoloured. Canadian designs are not suitable as a rule for Holland, nor are the colours. Light backgrounds or light and dainty designs are not in demand. What is wanted is a dark background with dark-coloured designs in the deeper shades. A number of colours such as yellow, red, and green are often employed. All colours should be strong; those from Canada are considered faint. A grave criticism against Canadian wallpapers, and one it is difficult to meet, is that they contain too much ground-wood, which causes them soon to turn yellow, especially in the lighter shades. The better-class people like a rag-made paper, and it is only for this that the present what is esteemed high price is paid. The enhanced cost of living in

Holland and its higher standard, with the means of spending increased, has affected the market for wallpaper; before the war medium classes of wallpaper were bought, now it is the cheaper grades that are purchased. The Dutchman goes out more and therefore he spends less on his home. At the present time prices of Canadian paper are too high for this area. Papers are desired with borders. Friezes are used or dados. Large discounts are required from the trade.

The usual method of sale is to wholesalers, who then resell to a number of small retailers; but in the case of the large firm referred to above, they seem to cover the whole of Holland, so that little scope is given to rivals.

It is specified that goods must be received and examined before payment. The cheaper class of wallpapers are of very light calibre.

STRASSBOURG LEATHER AND SHOE ACCESSORY MARKET

TRADE COMMISSIONER A. B. MUDDIMAN

Rotterdam, November 3, 1927.—Although Strassbourg is the centre of the largest tanning industry in France and one that is world famous, a certain amount of leather is imported into the hinterland around Alsace-Lorraine and Strassbourg itself.

PATENT LEATHER

There is a good demand in Alsace for medium-price patent leather of good quality. German patent leather is, on the whole, too expensive for the kind of shoe made in this territory, and French patent leather, although rather high-priced at the moment, does not come quite up to the best class of American patent. Canadian samples were shown to a local firm in this trade who thought they could place such patent leather here if prices were right. A great deal also depends on the size of the sides and the raw material used in its manufacture, and whether free from brands, etc. This importer would be glad to receive a small sample of six sides of one, or several, grades which he could at once get cut and tested by local shoe manufacturers. This is said to be the quickest way of getting into the business. Cash against documents should be the basis of the first shipment, but documentary payments can be considered after the leather becomes known, and successive deliveries have been found entirely reliable. (See Trade Inquiry No. 1118, on page 776 of this issue.)

SOLE LEATHER

Sole leather is much more difficult to import into this area than patent leather. Sole leather must not only be able to compete in price but must resemble in colour and appearance French sole leather. Hammered leather is usually preferred to rolled leather. Shoe manufacturers in Alsace use chiefly French sole leather of mixed and oak tannage. To-day's price for butts, mixed tannage, $4\frac{1}{2}$ mm. and up, is about 31 French francs per pound, for $3\frac{3}{4}$ to $4\frac{1}{4}$ mm. thickness about 30 francs, and for 3 to $3\frac{1}{2}$ mm. about the same price per pound. Oak-tanned butts are considerably dearer. The demand for these in Alsace is comparatively small.

The firm referred to above would also be glad to have a price for Canadian bends, with a sample of two bends, measuring 3 to 4 mm. in thickness, for testing purposes.

PEGWOOD AND SHANKS

About 80 per cent of the shoe manufacturers in Alsace employ wooden pegs, and the firm referred to believe that a ready sale could be obtained for Canadian pegwood, if any manufacturer cares to submit samples that can meet the conditions of the trade. German and French pegwood is heavy compared to

the Canadian. The sizes of pegwood in use here are those well known: $3\frac{1}{2}$ by 12, $4\frac{1}{2}$ by 12, 5 by 12, $5\frac{1}{2}$ by 12, 6 by 12, $6\frac{1}{2}$ by 12, $3\frac{1}{2}$ by 14, 4 by 14, $4\frac{1}{2}$ by 14, 5 by 14. A little only of 4 by 12 is used and it is therefore not listed above.

In regard to shanks, the sizes are: $3\frac{1}{2}$ by 1 by $\frac{1}{8}$, $4\frac{1}{2}$ by 1 by $\frac{1}{8}$, $4\frac{1}{2}$ by $\frac{5}{8}$ by $\frac{1}{8}$, $5\frac{1}{2}$ by 1 by $\frac{1}{8}$, $5\frac{1}{2}$ by $1\frac{1}{8}$ by $\frac{1}{8}$, $3\frac{1}{2}$ by $\frac{5}{8}$ by $\frac{1}{8}$, 4 by $\frac{5}{8}$ by $\frac{1}{8}$, 4 by $\frac{7}{8}$ by $\frac{1}{8}$, $4\frac{1}{2}$ by $\frac{7}{8}$ by $\frac{1}{8}$, 5 by 1 by $\frac{1}{8}$, 4 by $\frac{3}{4}$ by $\frac{1}{8}$, $4\frac{1}{2}$ by $\frac{3}{4}$ by $\frac{1}{8}$, 5 by $\frac{1}{8}$ by $\frac{1}{8}$, 6 by $1\frac{1}{2}$ by $\frac{1}{8}$, $5\frac{1}{2}$ by $1\frac{1}{8}$ by $\frac{1}{8}$. (See Trade Inquiry No. 1119, on page 776 of this issue.)

TRADE AND ECONOMIC CONDITIONS IN CHINA

TRADE COMMISSIONER L. M. COSGRAVE

Shanghai, October, 1927.—As a consequence of more settled conditions in Manchuria, goods have continued to move freely. Customs returns indicate an increase in practically all classes of foreign imports. Distribution is to a large extent controlled by Japanese firms operating chiefly from the port of Dairen. The exodus of Chinese agriculturists from North China as far south as Shanghai into this province is unabated. It is stated that some 500,000 Chinese migrated into the agricultural area of Manchuria during the first half of this year. The continued unsettlement in other parts of China has resulted in an increased interest in Manchuria by foreign firms exporting to this territory. To establish a close working connection, however, visits by factory representatives are essential.

Fighting in North China has caused a severe dislocation of trade throughout the provinces north of the Yangtze River and has particularly affected the port of Tientsin, the chief distributing point for this area. This territory embraces a large proportion of the wheat districts, crops from which had been reported as above normal, thus causing a diminution in foreign purchases of wheat and flour. The situation, however, is beginning to change. Prominent importers are of the opinion that buying of foreign wheat will increase by the end of the year.

Reports from the Chinese Customs for the first half of 1927 indicate the effect fighting has had on conditions in the territory tributary to Shanghai. Practically all steamship companies operating along the Yangtze has been forced to suspend operations. Despite chaotic conditions, however, it is remarkable that figures for the first half of the year were, for the majority of commodities, larger than for the similar period in 1925. The rapid resumption of trade in Shanghai and area during the past two months of comparative peace prompts local observers to express the belief that the figures for the year 1927 will compare favourably with those of the most recent years.

Shanghai as a distributing centre ranks first among the ports of China, collecting 41.8 per cent of the entire customs revenue of the country (including South Manchuria). Tientsin ranks second with 10.5 per cent, followed by Dairen with 8.7 per cent, Hankow 6.5 per cent, Canton 5.7 per cent, and with Tsingtao 4.2 per cent. Imports into Shanghai form therefore an excellent indication of general conditions.

Recent reports from Hong Kong and South China show a steady improvement in trading conditions, and the confidence in the future prosperity of Hong Kong is reflected in the recent flotation of a Government loan for Honk Kong \$2,000,000, for which applications were received to a total of nearly H.\$12,000,000, a large number of the subscribers being small investors.

Hong Kong is the chief transshipment point for goods destined for Swatow, Amoy, and Foochow. The leading importers have close trading connections with local buyers in the above-mentioned ports, who again distribute to a thickly populated area. Local disturbances in the various Southern ports have been reported during the past three months, but in spite of these trade continues to improve slowly.

Canton has experienced a fairly satisfactory six months since the renewal of trade between that port and its chief supply centre, Hong Kong.

EXPORTS FROM CANADA TO THE UNITED STATES OF PRINCIPAL COMMODITIES PRODUCED ON CANADIAN FARMS, OR MANUFACTURED DIRECTLY FROM SUCH FARM PRODUCTS, DURING THE MONTH OF OCTOBER, IN EACH YEAR, 1920, 1921, 1926, AND 1927; WITH UNITED STATES TARIFF RATES IN FORCE.

(COMPILED BY EXTERNAL TRADE BRANCH, DOMINION BUREAU OF STATISTICS AND FOREIGN TARIFFS DIVISION)

Commodities	Month of October				United States Tariff Rates in force		
	1920	1921	1926	1927	Prior to May 27, 1921	From May 27, 1921 to Sept. 21, 1922	Subsequent to Sept. 21, 1922
Animals (except for improvement of Stock)—							
Cattle.....No.	45,116	25,236	19,528	47,720			
\$	3,484,614	616,577	655,957	2,418,765	Free	30 p.c.	(a)
Horses.....No.	256	119	21	30			
\$	50,455	28,247	3,785	5,080	10 p.c.	10 p.c.	(b)
Poultry.....No.	109,136	168,937	105,282	100,514			
\$	123,223	150,962	79,210	74,942	1c. per lb.	1c. per lb.	3c. per lb.
Sheep.....No.	43,310	23,533	9,844	9,821			
\$	404,331	114,692	68,648	86,214	Free	(c)	\$2 per head
Fruits—							
Apples, green or ripe.....Brl.	4,121	257,058	9,470	34,832			
\$	18,211	1,341,523	49,138	172,074	10c. bu. 50 lb.	30c. bu.	25c. bu. 50 lb.
Apples, dried.....Lb.		177,400					
\$		17,329			1c. per lb.	1c. per lb.	2c. per lb.
Berries, fresh.....Lb.			1,042,067	36,152			
\$	10,187	3,472	105,906	377,473	½c. per qt.	½c. per qt.	1½ c. per lb.
Grains—							
Barley.....Bush.	128		3,695				
\$	128		1,848		15c. bu. 48 lb.	15c. bu. 48 lb.	20c. bu. 48 lb.
Beans.....Bush.	21		30	76			
\$	106		30	222	25c. bu. 60 lb.	2c. lb.	1½c. lb.
Buckwheat.....Bush.	5,431	6,917	3,135	193			
\$	7,355	8,534	2,369	158	Free	Free	10c. per 100 lb.
Oats.....Bush.	12,600	66,989	60,042	76,523			
\$	10,028	37,248	27,639	42,673	6c. bu. 32 lb.	6c. bu. 32 lb.	15c. bu. 32 lb.
Peas, whole.....Bush.	2,728	24,323	13,000	9,621			
\$	17,285	71,850	23,134	21,554	10c. bu. 60 lb.	10c. bu. 60 lb.	1c. lb.
Peas, split.....Bush.		2,100		40			
\$		7,371		125	0c. bu. 60 lb.	20c. bu. 60 lb.	1½ c. lb.
Rye.....Bush.	86,055	6,482	1,146				
\$	148,065	5,484	202		Free	Free	15c. bu. 56 lb.
Wheat.....Bush.	8,311,789	1,650,045	1,975,819	623,154			
\$	20,705,051	2,109,962	2,698,230	784,417	Free	35c. per bush.	42c. bu. 60 lb. (d)
Grain Products—							
Bran shorts, and middlingsCwt.	72,822	97,002	251,113	365,381			
\$	162,253	96,297	320,877	489,683	(e)	(e)	(e)
Wheat Flour.....Brl.	31,374	41,992	66	545			
\$	1,570,509	284,010	516	4,407	Free	20 p.c.	1-04 p. 100 lb. (f)
Meats—							
Bacon, hams, shoulders and sides.....Cwt.	467	115	2,231	3,295			
\$	17,277	4,175	75,328	126,573	Free	25 p.c.	2c. per lb.
Beef, fresh, chilled or frozen.....Cwt.	31,011	30,040	16,548	75,821			
\$	480,880	299,121	200,981	962,687	Free	2c. per lb.	3c. p. lb. (g)
Mutton and lamb, fresh, chilled and frozen.....Cwt.	15,806	15,035	4,387	4,096			
\$	420,631	226,155	104,707	84,702	Free	2c. per lb.	(h)
Pork, fresh, chilled or frozen.....Cwt.	2,281	316	16,027	22,154			
\$	71,950	10,989	356,491	473,169	Free	2c. per lb.	½c. per lb.
Pork, dry-salted and pickled.....Cwt.	79		84	1,016			
\$	1,124	9	2,190	19,088	Free	25 p.c.	2c. per lb.
Poultry, dressed or undressed.....\$	1,688	2,368	2,215	399	2c. per lb.	2c. per lb.	6c. per lb.
Other meats, including canned meats, but excluding extracts.....Cwt.	2,834	1,398	9,342	10,665			
\$	44,948	13,489	97,383	103,937	Free	25 p.c.	20 p.c.
Milk and milk products—							
Butter.....Lb.	479,250	942,176	105,600	600			
\$	250,204	334,921	33,450	266	2½c. per lb.	6c. per lb.	12c. per lb. (i)
Cheese.....Lb.	74,546	1,224,121	2,559,500	1,734,100			
\$	19,290	193,373	430,410	360,340	20 p.c.	23 p.c.	(j)

(a) Cattle weighing less than 1,050 pounds, 1½c. per lb.; 1,050 pounds or over 2 c. per lb. (b) Horses valued at not more than \$150 each, \$30 per head; more than \$150 each, 20 per cent. (c) Sheep, one year old or over, \$2 per head; less than one year old, \$1 per head. (d) Prior to April 6, 1924, 30c. per bush. (e) Prior to May 27, 1921, and from May 27, 1921, to September 21, 1922, free if wheat products, but otherwise apparently 15% ad val.; from September 21, 1922, to April 6, 1924, 15% ad val.; subsequent to April 6, 1924, if from wheat 7½ ad val.; if from other cereals, 15% ad val. (f) Prior to April 6, 1924, 75c. per 100 lbs. (g) Applies to particular meat in question when "fresh". (h) Mutton fresh, 2½c. per lb.; lamb, fresh, 4c. per lb.

(i) Prior to April 5, 1926, 8 cents per lb. (j) Cheese, 5c. per lb. but not less than 25 per cent. Cheese of Swiss or Emmenthaler type subsequent to July 8, 1927, 7½c. per lb. but not less than 37½%.

EXPORTS FROM CANADA TO THE UNITED STATES OF PRINCIPAL COMMODITIES PRODUCED ON CANADIAN FARMS, OR MANUFACTURED DIRECTLY FROM SUCH FARM PRODUCTS, DURING THE MONTH OF OCTOBER, IN EACH YEAR, 1920, 1921, 1926, AND 1927; WITH UNITED STATES TARIFF RATES IN FORCE—Concluded

Commodities	Month of October				United States Tariff Rates in force		
	1920	1921	1926	1927	Prior to May 27, 1921	From May 27, 1921 to Sept. 21, 1922	Subsequent to Sept. 21, 1922
Milk and milk products— <i>Con.</i>							
Cream.....Gal.	144,425	174,252	563,630	372,415			
\$	227,144	262,778	956,950	677,986	Free	5c. gal. (k)	20c. gal. (k)
Milk fresh.....Gal.	106,045	147,128	534,716	379,445			
\$	33,283	34,373	106,611	69,826	Free	2c. gal. (k)	2½c. gal. (k)
Milk, condensed, evaporated and milk powder....Lb.	1,088,144	31,918	957,600	572,200			
\$	150,595	7,013	78,450	51,690	Free	2c. per lb.	1c.—3c. lb.
Seeds—							
Clover seed, alsike.....Bush.	1,204	11,135	1,956	12,531			
\$	18,741	105,253	14,880	139,714	Free	Free	4c. per lb.
Clover seed, alfalfa and redBush			8,513	1,500			
\$			85,890	22,244	Free	Free	4c. per lb.
Clover seed, other.....Bush.	1,150	744	10,733	1,260			
\$	8,017	3,002	58,338	12,437	Free	Free	(1)
Flaxseed.....Bush.	74,266	694,991	629,893	147,361			
\$	229,583	1,305,252	1,267,641	282,976	20c. bu. 56 lb.	30c. bu. 56 lb.	40c. bu. 56 lb.
Grass seed.....Bush.	2,272	11,429	1,868	9,209			
\$	5,077	44,262	4,307	14,672	Free	Free	2c. per lb.
Vegetables—							
Potatoes.....Bush.	318,434	118,135	495,278	37,970			
\$	284,551	104,010	474,349	33,783	Free	25c. bu. 60 lb.	50c. per 100 lb.
Sugar Beets.....Ton	2,037	2,917	7,188	19,753			
\$	18,261	17,675	43,249	122,518	5 p.c.	5 p.c.	80c. ton2,240lb
Turnips.....Bush.	288,067	484,403	353,031	404,949			
\$	74,158	139,657	118,338	92,645	15 p.c.	15 p.c.	12c. per 100 lb.
Miscellaneous Products—							
Eggs.....Doz.	47,163	76,237	33,570	231			
\$	31,869	34,369	15,061	97	Free	Free	8c. per doz.
Hay.....Ton	13,485	98	15,310	4,845			
\$	308,493	1,720	150,961	30,326	\$2 ton2,240lb.	\$2 ton2,240lb.	\$4 ton2,240lb.
Maple sugar.....Lb.	706,332	193,178	63,858	309,171			
\$	180,800	13,925	13,496	56,737	3c. per lb.	3c. per lb.	4c. per lb.
Tallow.....Cwt.	867	719	1,915	2,441			
\$	11,609	4,132	15,064	21,811	Free	Free	½c. per lb.
Wool.....Lb.	384,642	83,275	621,077	1,389,235			
\$	124,631	8,188	171,521	383,807	Free	(m)	(m)
Total value of above commodities.....\$	29,726,605	8,063,767	8,915,750	8,280,895			

(k) i.e., 231 cubic inches about equal to five-sixths of imperial gallon. (l) Clover seed, crimson, 1c. per lb.; white, 3c. per lb. and other 2c. per lb. (m) Dutiable at various rates. See *Commercial Intelligence Journal* No. 974, Sept. 30, 1922, pages 516-7.

CONDITIONS IN UNITED STATES

ASSISTANT TRADE COMMISSIONER JOHN H. ENGLISH

New York City, November 15, 1927.—Business conditions in October indicate that generally industry throughout the country is quieter than at this time last year, although cheque payments for the first three weeks of the month were larger than a year ago. Car loadings, building construction, the production of petroleum, iron and steel output, and automobile production were smaller than reported previously, while bituminous coal production and lumbering were greater than in the same period of last year. During the month, wholesale prices recovered somewhat, although steel and cotton prices continued low. Bankers' loans were larger than last month or a year ago, while sales on the New York Stock Market continued at unusually high levels.

IRON AND STEEL

Conditions in the iron and steel industry are not reported as good as anticipated. The demand for steel has continued dull with the result that production has decreased, leaving the mills at the close of the month working at only about 65 per cent capacity. The prices of both iron and steel have remained uncertain since the readjustment of prices by the United States Steel Corporation at \$1.75 on bars, plates and shapes, owing to the apparent lack of

co-operation on the part of independent manufacturers. According to the *Iron Age*, during October pig-iron prices declined to the lowest level for over ten years and steel prices to a new low for five years. Stocks of ore on hand at furnaces and at docks exceeded those of a year ago. Unfilled orders of the United States Steel Corporation were less in September than in either the preceding month or in September, 1926. New orders were less than in August, 1927, but greater than in the corresponding month of last year.

Construction work, according to figures issued by the F. W. Dodge Corporation, continues in large volume although slightly less than in 1926. Contracts awarded in 37 states are shown as totalling \$4,796,482,000 in 1927 as compared with \$4,840,779,800 in 1926, with residential building still in the lead but considerably less than in 1926.

TEXTILES

The cotton-spinning industry continues to be unusually active, with the result that production is somewhat in excess of demand. Mill consumption of raw cotton in September amounted to 627,321 bales as compared with 570,570 bales in September, 1926. Without any formal agreement being entered into by the cotton spinners, it is understood that steps are being taken to lessen the output of the mills, as it is apparent that an excess of production has been depreciating the price of goods in mill and customer stocks. The estimated cotton crop for this year is 12,678,000 bales as compared with the 1926 total of 18,618,000 bales.

The wool industry has shown some improvement over last year, the receipts of wool at Boston totalling 16,956,000 bales as compared with 13,018,000 bales in September of last year. Consumption by the mills is slightly greater than a year ago, with prices fairly steady, but there is still ample room for improvement in the industry as a whole.

Lumber production shows an increase for September over the same month in 1926, but a decline from the preceding month of this year. For the first nine months of 1927, the decrease in production amounts to approximately 6 per cent, while exports on the other hand show an increase over the 1926 figure of over 10 per cent.

The receipts of wheat at principal markets totalled 79,740,000 bushels with exports at 33,748,000 bushels, an increase of some 42 per cent over the preceding year. Wheat flour mills were reported as operating at 64 per cent capacity with exports for the year to date amounting to 8,848,000 bushels, an increase of 10 per cent over the 1926 figure.

Car loadings for the month totalled 4,360,022 as compared with 4,523,112 cars for September, 1926, a decrease of 3.6 per cent from the preceding year although an increase of 2.6 per cent over August, 1927.

Employment figures for the month show that applicants per 100 jobs at employment agencies increased from 100 in September, 1926, to 121 in September, 1927, but decreased from 129 in August. In the manufacturing states these figures were 131 per 100 jobs in September, 1927, as against 105 in September, 1926, an increase of 24.8 per cent. Lay-offs during the same period increased 19.7 per cent from 1926, and 49 per cent from August of this year.

AUTOMOTIVE INDUSTRY

Automobile production during September totalled 257,577 cars against 393,357 in the same period of 1926, owing no doubt to the non-operation of the Ford plant. Exports of assembled cars for the same period totalled 26,273 and 27,001 respectively, a decrease of 2.7 from September, 1926, and 18 per cent from August of this year. On the other hand, exports of foreign assemblies increased from 8,514 cars to 12,844 in September, 1927, an increase of 50 per cent over the same period of last year.

COMMERCIAL FAILURES

Commercial failures in October were more numerous and the liabilities greater than in September or in the corresponding month last year, it is reported by R. G. Dun & Company. Insolvencies in each month of this year have been greater than they were in the same months of 1926, with heavier indebtedness.

In October, 1,787 mercantile failures were recorded, involving \$36,235,872. These figures compare with 1,573 similar defaults in September for \$32,786,125, and 1,763 in October, 1926, for \$33,230,720. It was in October of last year that the increases first appeared. For the ten months of the current year, the number of mercantile defaults shows liabilities of \$432,895,442 against \$330,928,707 for the corresponding ten months of 1926, and \$371,193,691 for 1925.

THE MONEY MARKET

The call money market has presented a very easy appearance during the past month, rates for day-to-day money on the New York Stock Exchange declining to $3\frac{1}{2}$ per cent. Open market rates for prime commercial paper were unchanged at four per cent. There has been a record volume of loans and investments of member banks of the Federal Reserve Board in recent weeks, together with increasing demand for bank credit. The average October loans of member banks were \$21,119,264,000, an increase of \$1,228,409,000 since January. Deposits of member banks have increased, the average figure for October being \$20,065,735,000 as compared with \$18,939,677,000 a year earlier.

One interesting point within the past few days has been the increase in value of the pound sterling to the highest point since December, 1914. Under unusually active trading in the foreign exchange market, the rate advanced to \$4.87 $\frac{1}{3}$ for cable transfers and \$4.86 $15\frac{5}{16}$ for cheque transactions. The advance created unusual interest in the financial district because it took place at a time when sterling exchange normally is under pressure as a result of British commodity purchases in the United States market.

FOREIGN TRADE

For the three months ending with September, exports from the United States totalled \$1,142,000,000 as compared with \$1,201,000,000 a year earlier, and imports \$1,030,000,000 as compared with \$1,019,000,000. The value of exports for the quarter showed a decrease of \$23,000,000 from the previous quarter and of \$59,000,000 from the corresponding quarter of 1926. Imports of merchandise in the third quarter of 1927 were the largest ever reported for a quarter except in 1919 and 1920 when the price level was very high. As compared with the second quarter of 1927, imports decreased \$47,000,000.

NEW FRENCH TARIFF DECREE

The Canadian Government Trade Commissioner's office in Paris cables that a French decree, effective from November 21, has been passed granting certain tariff concessions to the United States. The new decree arises out of changes made in the French tariff made operative from September 6 when the United States was placed under a new and higher general tariff on a considerable number of items. Details of the decree have not yet been received, but it is understood that its effect is to withdraw the new general tariff rates from the United States, imposing in their stead the new minimum tariff rates or intermediate rates previously applied. The tariff on Canadian goods is affected in consequence of the convention of commerce between Canada and France which provides in the case of many items alternatively for the rate applicable to the United States if it should be lower than that otherwise established by the convention.

COMMERCIAL CONDITIONS IN MEXICO

TRADE COMMISSIONER C. NOEL WILDE

Mexico City, November 1, 1927.—Commercial conditions in Mexico during the month of October have been influenced unfavourably by the revolutionary activities of two of the candidates for the Presidency, who started military operations against the Government on the evening of the 2nd. Communications, however, have been kept open between Mexico City and both the international border and the sea coast, although on the latter route passenger trains have been cancelled during the night hours.

The first result of these events was to lead to a further restriction of all commercial operations, which were already being conducted on a scale much below normal. As the month passed, however, without any serious disturbance in the capital or in the larger cities of the Republic, a feeling of greater confidence ensued, and the general opinion appears now to be that any further danger of armed activity in connection with the presidential campaign has been definitely eliminated. It is as yet too early to report any definite results from the changed situation, beyond the fact that many commercial firms report a slight improvement in the collection of accounts, indicating a possible increased easiness in the financial situation.

With regard to the basic industries of the country, the production of petroleum continues on a decreased scale, the output for the month of August amounting to 5,392,864 barrels as compared with 5,448,000 barrels for the month of July and 6,728,000 for the month of August, 1926. Of this quantity, 60 per cent is accounted for by the operations of five large companies, the remainder being divided between some seventy firms of minor importance.

On the other hand, the mineral output appears to maintain its volume, the figures to the end of July showing substantial increases over the corresponding period of 1926 with the exception of gold and antimony, in which slight reductions have taken place.

With regard to crops, it is reported that conditions are satisfactory in the states of Jalisco and Puebla; in certain parts of the northern area, however, lack of moisture has had an adverse effect; whereas in the Gulf Coast area heavy rains have done considerable damage. The opinion is expressed by an expert that the imports of cereals are not likely to be as high during the next six months as in previous years, existing stocks being nearly sufficient to supply the needs of the population until next April.

Exchange on New York opened on October 1 at 47.85; on the 3rd it fell to 44.80 owing to the political situation, but it recovered almost immediately, closing on the 31st at 47.75. Discount on silver has varied between 6.50 and 7 per cent, with a tendency to firmness.

IRISH FREE STATE TARIFF COMMISSION

Mr. F. W. Fraser, Canadian Trade Commissioner in Dublin, advises under date of November 4, 1927, that the following application has been referred to the Tariff Commission by the Minister for Finance, under section 2 of the Tariff Commission Act, 1926:—

Application by the Irish Coachbuilders' Association for the imposition on any of the following articles imported into Saorstát Éireann of the following customs duties:—

Bodies of mechanically propelled and hauled vehicles, 50 per cent of the value of the body, or £40 per body, whichever is the greater.

Component parts of such bodies, 50 per cent of the value of the article.

Horse-drawn vehicles, £10 per vehicle.

Component parts of such vehicles, 33½ per cent of the value of the article.

TENDERS INVITED

New Zealand

Copies of specifications have been received from Mr. Paul Sykes, Acting Canadian Trade Commissioner at Auckland, for equipment required by the Public Works Department, Wellington, as follows: Supply, delivery, and erection of an electric storage battery and accessories, including a motor generator charging set with the necessary control gear and switchboard. These specifications are open for inspection at the Department of Trade and Commerce, Ottawa. Tenders, which close on February 28, 1928, should be addressed to the Secretary, Public Works Supplies and Tenders Committee, Wellington.

FOREIGN EXCHANGE QUOTATIONS FOR THE WEEK ENDING
NOVEMBER 21, 1927

The Foreign Exchange Department of the Bank of Montreal has furnished the following statement of the nominal closing quotations for all the principal exchanges for the week ending November 21, 1927. Those for the week ending November 14, 1927, are also given for the sake of comparison.

Country	Monetary Unit	Parity	Week Ending November 14, 1927	Week Ending November 21, 1927
Britain	£	\$4.86 $\frac{3}{4}$	\$4.8667	\$4.8684
Belgium	Belga	.1390	.1391	.1395
Czecho-Slovakia	Krone	.....	.0296	.0296
Finland	Mark	.0252	.0252	.0252
France	Fr.	.1930	.0392	.0392
Holland	Florin	.4020	.4029	.4034
Italy	Lire	.1930	.0542	.0543
Spain	Pes.	.1930	.1697	.1690
Portugal	Esc.	1.0805	.0500	.0500
Switzerland	Fr.	.1930	.1925	.1925
Germany	Reichs Mk.	.2382	.2382	.2383
Greece	Dr.	.1930	.0133	.0133
Norway	Kr.	.2680	.2641	.2652
Sweden	Kr.	.2680	.2689	.2690
Denmark	Kr.	.2680	.2676	.2676
Austria	Schilling	.1407	.1412	.1412
Japan	Yen	.4985	.4595	.4605
Siam	Tical	.3709	.4500	.4500
India	Rupee	.3650	.3656	.3643
United States	\$	1.0000	.9985	.9981
Mexico . . . . .	\$	.4985	.4790	.4810
Argentine Rep.	Peso (Paper)	.4244	.4268	.4278
Brazil	Mil.	.5462	.1195	.1198
Jamaica	£	4.86 $\frac{3}{4}$	4.8700	4.8700
British Guiana	\$	1.0000	1.00 $\frac{3}{4}$ —1.02	1.00 $\frac{3}{4}$ —1.02 $\frac{3}{4}$
Barbados	\$			
Trinidad	\$			
Dominica	\$			
St. Kitts	\$			
Grenada	\$			
St. Vincent	\$			
Tobago	\$			
China	Taël		.6368	.6325
Batavia, Java	Guilder		.4030	.4035
Peru	Libra	4.8665	3.7400	3.7400
Singapore, Str. Settlement . . . . .	\$	.5678	.5625	.5625

TRADE INQUIRIES FOR CANADIAN PRODUCTS

Since the publication of the last *Commercial Intelligence Journal* there have been received the following inquiries for Canadian products. The names of the firms making these inquiries, with their addresses, can be obtained only by those specially interested in the respective commodities upon application to: "THE COMMERCIAL INTELLIGENCE BRANCH OF THE DEPARTMENT OF TRADE AND COMMERCE, OTTAWA," OR THE BOARDS OF TRADE AT ST. JOHN, HALIFAX, QUEBEC, SHERBROOKE, MONTREAL, TORONTO, WOODSTOCK, ST. MARY'S (ONT.), PORTAGE LA PRAIRIE, ST. BONIFACE (MAN.), WINNIPEG, VANCOUVER, NEW WESTMINSTER, AND PRINCE RUPERT; THE CHAMBERS OF COMMERCE AT BELLEVILLE, PETERBOROUGH, HAMILTON, ST. CATHARINES, STRATFORD, GUELPH, BRANTFORD, LONDON, ST. THOMAS, SARNIA, AND VICTORIA (B.C.); THE CHAMBRE DE COMMERCE, DISTRICT OF MONTREAL; BORDER CHAMBER OF COMMERCE, WINDSOR; THE CANADIAN MANUFACTURERS' ASSOCIATION OFFICES AT TORONTO, MONTREAL, WINNIPEG, EDMONTON, VANCOUVER, AND VICTORIA; AND THE KITCHENER AND WATERLOO MANUFACTURERS' ASSOCIATION, KITCHENER (ONT.).

Foodstuffs

1079. **FOODSTUFFS.**—Cologne firm are interested in all kinds of foodstuffs from Canada.

1080. **FOOD PRODUCTS.**—A firm of agents in Stockholm, Sweden, wish to get in touch with Canadian exporters desirous of appointing representatives in Sweden for the sale of such food products as flour, packing house products, fresh apples, dried apples, sugar, canned lobsters, canned salmon, and canned fruits.

1081. **FOOD PRODUCTS.**—A commission agent in Stockholm, Sweden, desires to secure Canadian agencies for flour, packing house products, fresh apples, dried apples, canned fruits, and canned lobsters.

1082. **BUTTER.**—Firm of commission agents in Santo Domingo, Dominican Republic, wish to represent Canadian exporters of butter.

1083. **CODFISH.**—Firm of commission agents in Santo Domingo, Dominican Republic, wish to represent Canadian exporters of codfish.

1084. **CANNED FISH AND OTHER CANNED GOODS.**—A firm in Panama desire to receive quotations from Canadian exporters.

1085. **CANNED LOBSTERS.**—An Antwerp firm desire to hear from Canadian exporters of canned lobsters. Prices c.i.f. Antwerp.

1086. **CANNED FISH.**—A firm of agents in Stockholm, Sweden, desire to secure direct representation of Canadian exporters of canned lobsters and canned salmon.

1087. **CANNED SALMON.**—An Antwerp firm of importers would like to hear from Canadian exporters of canned salmon. Prices c.i.f. Antwerp.

1088. **SALMON IN OIL.**—Cologne firm desire Canadian prices on salmon in oil.

1089. **SARDINES IN OIL.**—Cologne firm desire Canadian prices on sardines in oil.

1090. **BACON AND HAMS.**—An Antwerp firm wish to hear from Canadian exporters of bacon and ham. Prices c.i.f. Antwerp.

1091. **FRESH APPLES.**—A fruit dealer in Gothenburg, Sweden, wishes to establish relations with Canadian exporters of apples.

1092. **DRIED APPLES, ETC.**—Firm in Cologne, Germany, desire to establish connections with Canadian exporters of food products, such as dried apples, etc.

1093, 1094. **DRIED APPLES.**—Two Cologne firms are interested in Canadian dried apples.

1095. **DRIED APPLES.**—Commission agent in Frankfurt-on-the-Main, Germany, desires dried apples from Canada.

1096. **FLOUR.**—Firm of commission agents in Santo Domingo, Dominican Republic, wish to represent Canadian flour mills.

1097. **BEER.**—Firm of commission agents in Santo Domingo, Dominican Republic, wish to represent Canadian exporters of beer.

Miscellaneous

1098. **FEEDING STUFFS.**—Commission agent in Mannheim, Germany, is desirous of establishing connections with Canadian exporters.

1099. **PEAS.**—Commission agent in Mannheim, Germany, desires connections with Canadian exporters.

1100. **OATS.**—A Liverpool firm of importers invite quotations as buyers from shippers of No. 2 Canada Western oats.

1101. **GRAIN.**—Commission agent in Mannheim, Germany, would like to establish relations with Canadian exporters.

1102. GRAIN.—Rhine Valley grain brokers desire Canadian connections.
1103. DRIED GRAINS.—Mainz importer desires to act as agent for Canadian exporters.
1104. MALT SPROUTS.—Mainz importer would like to represent Canadian exporters.
1105. BRAN.—Firm in Mainz, Germany, would like to hear from Canadian exporters of bran.
1106. FODDERS.—Importer in Mainz, Germany, is desirous of establishing relations with Canadian exporters of all kinds of fodders.
1107. FODDERS.—Rhineland firm would like to hear from Canadian exporters of fodders, all kinds.
1108. HOUSEHOLD WIRE GOODS.—A firm of manufacturers' representatives and direct importers in New Zealand desire to get in touch with manufacturers of household wire goods and kitchenware with a view to representing them in New Zealand.
1109. NEWSPRINT.—A London firm of paper merchants, at present purchasing foreign newsprint would like to secure supplies from Canada.
1110. NEWSPRINT.—A firm in Berlin, Germany, with inquiries from various European countries, are desirous of receiving lowest quotations from Canadian producers of newsprint in return for terms of irrevocable bankers' credit.
1111. NEWSPRINT.—Manufacturers' representative in Chile wishes to obtain agency for newsprint.
1112. WALLPAPER.—Manufacturers' representative in Chile wishes to obtain agency for wallpaper.
1113. GREASEPROOF PAPER.—A Dublin paper agent would like to represent Canadian manufacturer of greaseproof paper.
1114. COTTON PIECE GOODS.—Firm of commission agents in Santo Domingo, Dominican Republic, wish to represent Canadian exporters.
1115. RAGS.—German firm in the Rhineland desire to obtain c.i.f. prices on Canadian rags.
1116. RUBBER SHOES.—German firm in the Rhineland desire to obtain rubber shoes from Canada.
1117. STERLING TAPE AND PRODUCTS (ELECTRICAL).—A firm in Rome wish to get in touch with Canadian exporters.
1118. PATENT LEATHER.—Canadian exporters of patent leather interested in representation in Alsace-Lorraine should submit prices c.i.f. and samples.
1119. PEGWOOD.—Agent in Strassbourg, Alsace-Lorraine, would like to receive c.i.f. offers and samples.
1120. SCYTHE SNATHS.—A Birmingham firm of hardware and general export merchants desire catalogues and quotations on ring pattern scythe snaths for shipment to the Federated Malay States.
1121. TURPENTINE.—Argentine importer is interested in obtaining turpentine from Canada.
1122. CEMENT.—Firm of commission agents in Santo Domingo, Dominican Republic, wish to represent Canadian exporters of cement.
1123. ASBESTOS.—A firm in Dortmund, Rhineland, desire to import Canadian asbestos.
1124. FIBRE.—A firm in Dortmund, Rhineland, are interested in importing Canadian spinning fibre in different grades.

PROPOSED SAILINGS FROM CANADIAN PORTS

(The sailing dates are approximate and subject to change without notice)

From Halifax

- To AVONMOUTH.—Colonian, White Star-Dominion, Nov. 29.
- To PLYMOUTH, HAVRE AND LONDON.—Antonia, Dec. 5; Ascania, Dec. 12—both Cunard Line.
- To BELFAST, LIVERPOOL AND GLASGOW.—Athenia, Cunard Line, Dec. 11.
- To LIVERPOOL.—Ninian, White Star-Dominion, Dec. 3; Valemor, Dec. 1; Newfoundland, Dec. 10; Wheatmore, Dec. 16—all Furness, Withy.
- To LONDON.—Canadian Ranger, Dec. 9; Canadian Inventor, Dec. 23—both C.G.M.M.; Missouri, White Star-Dominion, Nov. 29; Ariano, Dec. 2; Comino, Dec. 15—both Furness, Withy.
- To ANTWERP.—Canadian Ranger, Dec. 9; Canadian Inventor, Dec. 23—both C.G.M.M.
- To MANCHESTER.—Manchester Regiment, Furness, Withy, Nov. 29.
- To CARDIFF AND SWANSEA.—Canadian Traveller, Dec. 2; Canadian Commander, Dec. 16—both C.G.M.M.

To ST. JOHN'S, Nfld.—Newfoundland, Furness, Withy, Dec. 10; Silvia, Red Cross Line, Nov. 29; Farnorth, Dec. 3, Dec. 17; Sambro, Dec. 9—both Farquhar SS.; Magna, Newfoundland-Canada Traders, Nov. 28, Dec. 14.

To WEST AND SOUTH COAST NEWFOUNDLAND PORTS.—Skipper, Farquhar SS., Dec. 15.

To ST. PIERRE-MIQUELON.—Pro Patria, French Mail Service, Dec. 6; Skipper, Farquhar SS., Dec. 15.

To EAST COAST NEWFOUNDLAND PORTS.—Sambro, Farquhar SS., Dec. 9.

To BERMUDA, BAHAMAS, JAMAICA AND BRITISH HONDURAS.—Canadian Forester, C.G.M.M., Dec. 10.

To ST. KITTS, ANTIGUA, BARBADOS, TRINIDAD AND DEMERARA.—Canadian Otter (calls at Guadeloupe), C.G.M.M., Dec. 9.

To BERMUDA, ST. KITTS, NEVIS, ANTIGUA, MONTSEERRAT, DOMINICA, ST. LUCIA, BARBADOS, ST. VINCENT, GRENADA, TRINIDAD AND DEMERARA.—Canadian Pathfinder, Dec. 2; Canadian Volunteer, Dec. 16—both C.G.M.M.; a steamer, Dec. 8; Italia, Dec. 22—both Pickford & Black.

To NEW ZEALAND PORTS.—Canadian Challenger, C.G.M.M., Dec. 24.

To AUSTRALIAN PORTS.—Canadian Conqueror, Dec. 3; Canadian Leader, Dec. 24—both C.G.M.M.

To SANTIAGO (CUBA) AND KINGSTON (JAMAICA).—Caledonia, Nov. 30; Andalusia, Dec. 14—both Pickford & Black.

From St. John

To BELFAST, LIVERPOOL AND GLASGOW.—Montclare, Dec. 6; Montrose, Dec. 9—both Canadian Pacific.

To GLASGOW.—Melita, Canadian Pacific, Dec. 22.

To BELFAST.—Montcalm, Canadian Pacific, Dec. 15.

To LIVERPOOL.—Melita, Dec. 22; Montcalm, Dec. 15—both Canadian Pacific.

To CARDIFF AND SWANSEA.—Canadian Traveller, Nov. 30; Canadian Commander, Dec. 14; Canadian Britisher, Dec. 28—all C.G.M.M.

To BERMUDA, ST. KITTS, ANTIGUA, MONTSEERRAT, DOMINICA, ST. LUCIA, BARBADOS, ST. VINCENT, TRINIDAD AND DEMERARA.—Canadian Volunteer, Dec. 3; Canadian Skirmisher, Dec. 17—both C.G.M.M.

To SOUTH AND WEST AFRICAN PORTS.—Calumet, Elder Dempster Line, Dec. 15.

From Vancouver

To YOKOHAMA, KOBE, NAGASAKI, SHANGHAI, HONG KONG AND MANILA.—Empress of Asia, Canadian Pacific, Dec. 10.

To YOKOHAMA, KOBE, MIKE AND HONG KONG.—Tyndareus, Blue Funnel, Nov. 29.

To YOKOHAMA, KOBE AND DAIREN.—Yoho Maru, Nov. 28; Paris Maru, Dec. 19—both Osaka Shosen Kaisha.

To HONOLULU, SUVA, AUCKLAND AND SYDNEY.—Niagara, Dec. 14; Waiotapu, Dec. 15—both Canadian-Australasian Service.

To MELBOURNE, SYDNEY AND BRISBANE.—Dewey, American-Australia Orient Line, Dec. 15.

To AUCKLAND, WELLINGTON, DUNEDIN AND NAPIER.—West Sequana, American-Australia Orient Line, Dec. 15.

To HAVRE, ANTWERP AND BORDEAUX.—Nevada, Nov. 29; Alaska, Dec. 8; Arkansas, Dec. 19—all Cie. Gle. Transatlantique.

To MARSEILLES, BARCELONA, GENOA, LEGHORN, NAPLES, VENICE AND TRIESTE.—Carso, Dec. 13; Rialto, Dec. 19—both Navigazione Libera Triestina.

To MANCHESTER.—London Shipper, Dec. 4; Pacific Commerce, Dec. 27—both Furness (Pacific) Ltd.

To LONDON, HAMBURG, ROTTERDAM AND ANTWERP.—Radnorshire, North Pacific Coast Line, Dec. 11.

To LIVERPOOL, SOUTHAMPTON, LONDON AND ROTTERDAM.—Dinteldyk, Dec. 2; Loch Katrine, Dec. 16—both North Pacific Coast Line.

To HAMBURG, ANTWERP AND BREMEN.—Indien, Nov. 29; Isis, Dec. 17—both Hamburg American Line.

To PORT OF SPAIN, BARBADOS AND GUADELOUPE.—British Monarch, Canadian Transport Co., Dec. 10.

To KINGSTON, JAMAICA.—Canadian Importer, C.G.M.M., Dec. 13.

COMMERCIAL INTELLIGENCE SERVICE

CANADIAN TRADE COMMISSIONERS

Argentine Republic

E. L. McColl, Reconquista No. 46, Buenos Aires. *Cable Address, Canadian.* Territory includes Chile and Uruguay.

Australia

D. H. Ross. Address for letters—Box 196C. G.P.O., Melbourne. Office—Safe Deposit Building, Melbourne. *Cable Address, Canadian.*

Commercial Agent: B. Millin, The Royal Exchange Building, Sydney, N.S.W.

Belgium

Yves Lamontagne, 98 Boulevard Adolphe Max, Brussels. *Cable Address, Canadian.*

Brazil

A. S. Bleakney. Address for letters—Caixa Postal 2164 Rio de Janeiro; office, Avenida Rio Branco, 9. *Cable Address, Canadian.*

British West Indies

R. T. Young, Acting Trade Commissioner. Address for letters—P.O. Box 125, Port of Spain, Trinidad. Office, Colonial Bank Building. (Territory includes Barbados, Windward and Leeward Islands, British Guiana.) *Cable Address, Canadian.*

P. W. Cook. Address for letters—P.O. Box 225, Kingston, Jamaica. Office—Jamaica Mutual Life Insurance Building. (Territory covers Jamaica, Hayti, Central American States, Bermuda and the Bahamas.) *Cable Address, Cantracom.*

Cuba

James Cormack. Address for letters: Apartado 1945. Office Address: Calle Obrapia 35, Havana, Cuba.

China

L. M. Cosgrave. Address for letters—P.O. Box 300. Office—North China Daily News Building, 17 The Bund, Shanghai. *Cable Address, Cancoma.*

France

Hercule Barré, 17 and 19 Boulevard des Capucines, Paris. *Cable Address, Cancomac.*

Germany

L. D. Wilgress, Gutrufhaus, Neuerwall 10, Hamburg 36. *Cable Address, Mapleleaf.* (Territory covers Germany, Russia; the countries on the eastern shore of the Baltic, Poland and Czecho-Slovakia.)

Holland

A. B. Muddiman, Beursplein 26B, Rotterdam. (Territory includes the Rhine valley.) *Cable Address, Canadian.*

India and Ceylon

H. R. Poussette, P.O. Box 2003, office, Sassoon House, 4 Lyons Range, Calcutta. *Cable Address, Canadian.*

NOTE.—Bentley's Complete Phrase Code is used by Canadian Trade Commissioners.

Irish Free State

F. W. Fraser, 66 Upper O'Connell street, Dublin. *Cable Address, Canadian.*

Italy

Jean J. Guay, Via Manzoni Nr. 5—Milan (2). *Cable Address, Canadian.*

Japan

J. A. Langley. Address for letters, P.O. Box 230. Office, Room No. 2, Meikai Building, Kobe. *Cable Address, Canadian.*

Mexico

C. Noel Wilde. Address for letters, Apartado Num. 126-bis, Mexico City. Office, Edificio Banco de Londres y Mexico, Num. 30. *Cable Address, Cancoma.*

Netherlands East Indies

R. S. O'Meara, P.O. Box 84, Batavia, Java. (Territory includes Straits Settlements, Federated Malay States, Indo-China, and Siam.) *Cable Address, Canadian.*

New Zealand

C. M. Croft. Address for letters, P.O. Box 33, Auckland. Office, Union Buildings, Customs street, Auckland. *Cable Address, Canadian.*

South Africa

G. R. Stevens, P.O. Box 683. Office, Westminster House, Adderly street, Cape Town. *Cable Address, Cantracom.*

United Kingdom

Harrison Watson, Canadian Building, Trafalgar Square, London, S.W. 1, England. (Territory covers Home Counties, South-Eastern Counties and East Anglia.) *Cable Address, Sleighing, London.*

J. Forsyth Smith, Fruit Trade Commissioner, Century Bldgs., 31 North John Street, Liverpool. *Cable Address, Canfrucm.*

Harry A. Scott, Trade Commissioner, Century Bldgs., 31 North John Street, Liverpool. (Territory covers North of England, Lincolnshire, North Midlands and North Wales.) *Cable Address, Cantracom.*

Douglas S. Cole, Sun Building, Clare street, Bristol. (Territory covers West of England, South Wales and South Midlands.) *Cable Address, Canadian.*

Gordon B. Johnson, 87 Union street, Glasgow, Scotland. (Territory covers Scotland and Northern Ireland.) *Cable Address, Cantracom.*

United States

Frederic Hudd, 44 Whitehall street, New York City. *Cable Address, Cantracom.*

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Commercial Intelligence Journal

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Minister: Hon. James Malcolm, M.P.

Deputy Minister: E. C. T. O'Hara

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MR. JAMES A. LANGLEY'S ITINERARY IN THE MARITIME PROVINCES

Mr. James A. Langley, Canadian Trade Commissioner in Kobe, Japan, is now undertaking a tour of the Dominion in the interests of Canadian trade with that country. The following is his itinerary in the Maritime Provinces:—

Halifax	December 2 and 3	Sackville.....	December 13
Bridgewater.....	December 5	Moncton	December 14
Middleton	December 6	St. John.....	December 15
Truro	December 7	St. Stephen.....	December 16
Sydney.....	December 8	Woodstock.....	December 17
Pictou.....	December 9	Fredericton	December 19 and 20
Charlottetown.....	December 12	Bathurst.....	December 21

Mr. Langley's itinerary in the other parts of Canada will be announced later. Firms in the Maritime Provinces who desire to be brought in touch with Mr. Langley or to interview him are requested to communicate with the secretary of the Board of Trade or Chamber of Commerce in the cities or towns included in the above itinerary and in other parts of the Dominion, with the Department of Trade and Commerce, Ottawa.

TRADE AGREEMENT BETWEEN CANADA AND CUBA

A trade agreement has been negotiated between Canada and Cuba, effective from November 25, whereby Canadian products are to be accorded the Cuban General (called sometimes minimum or normal) Tariff, in exchange for the Canadian Intermediate Tariff.

A new Cuban tariff law went into force on October 26, 1927, establishing two columns of import duties in addition to the preferential schedule applied exclusively to the United States. These columns are here called Maximum and Minimum Tariff. The Maximum tariff consists of rates double those of the Minimum or General.

The Cuban tariff replaced by the new measure consisted of only a single schedule of duties besides the preferential column applied to the United States.

Article 3-A of the new Cuban tariff law reads:—

The Executive is authorized, upon the recommendation of the Technical Tariff Commission, to apply the first column or Maximum Tariff, totally or in part, or rates comprised between the Maximum and the Minimum Tariff, to the merchandise which originates in or is shipped from countries which have no treaties or commercial agreements with Cuba; which do not concede to Cuba the treatment of most favoured nation in commercial, navigation or Customs matters, or nations that by prohibitions on the entry or export, or countries which, by the application of harmful duties or taxes, may cause grave prejudices to Cuban commerce, navigation or industry. The Executive shall judge if the lowest customs tariff of any country offers sufficient reciprocity for the concession of the Cuban General Tariff in just correspondence.

CANADIAN ORDER IN COUNCIL

Negotiations between Canada and Cuba resulted in an arrangement whereby the Cuban General Tariff in whole will apply to Canadian goods. The nature of the arrangement is set forth in the following order in council, dated November 22, 1927, as published in an extra of the *Canada Gazette* of November 25:—

Whereas under the authority of Section 4 of The Customs Tariff, 1907, the Governor General in Council is empowered from time to time, in consideration of satisfactory benefits, to extend the benefit of the intermediate tariff to any foreign country and to withdraw the benefit of the intermediate tariff from any country to which it has been extended;

And whereas it has been brought to the attention of the Minister of Finance that if the benefit of the intermediate tariff were extended to the products of the Republic of Cuba it would result in advantage to Canadian trade; the consideration for extending the said benefit to the Republic of Cuba being the assurance by the Government of Cuba that they will apply to goods the produce or manufacture of Canada on their importation into Cuba the duties of the general tariff of the Cuban Customs Tariff in force at any time;

Therefore, His Excellency the Governor General in Council, on the recommendation of the Minister of Finance, and under the authority of Section 4 of The Customs Tariff, 1907, is pleased to order and it is hereby ordered as follows:

1. The benefit of the intermediate tariff is hereby extended to products originating in and coming from the Republic of Cuba, provided that such products are imported direct.

In order to secure the advantages aforesaid, such products shall only be deemed to be imported direct when conveyed without transshipment from a port of the Republic of Cuba or from a port of a country enjoying the benefit of the preferential or intermediate tariff into a sea or river port of Canada.

2. This arrangement shall remain in force for the term of one year from the date hereof unless a permanent trade convention is concluded earlier.

CUBAN RATES OF DUTY

In the following table are set forth rates of duty on some commodities of interest to Canada which were in force under the former tariff and under the new General which is applied to Canada under the Trade Agreement which has just been negotiated.

	Old Tariff	New General Tariff (being half Maximum)
Potatoes imported between Dec. 1 and May 31..per 100 kg. (220 lbs.)	65 cents	\$2.00
Potatoes, imported between June 1 and Nov. 30..per 100 kg.	65 cents	\$1.00
Seed potatoes, cut sprouting or conserved .. .per 100 kg.	.....	Free
Apples .. . . . . .per 100 kg.	78 cents	\$1.00
Codfish; herring in brine, smoked, salted or pickled per 100 kg.	\$1.30	\$1.30
Salmon, smoked, salted or pickled.. . . .per 100 kg.	\$6.50	\$7.00
Salmon, canned .. . . . . .ad val.	32½ %	20 cents per kg. (9 cents per lb.)
Wheat.. . . . . .per 100 kg.	60 cents	40 cents
Wheat flour .. . . . . .per 100 kg.	\$1.30	\$1.30
Oats.. . . . . .per 100 kg.	52 cents	50 cents
Newsprint*	Free	Free
Kraft paper.. . . . . .per 100 kg.	\$3.12½	\$4.25
Condensed milk .. . . . . .ad val.	13 %	13 %
Butter .. . . . . .per kg.	9 cents	12 cents
Cheese .. . . . . .per kg.	6½ cents	8 cents
Whiskey in casks or barrels.. per hectolitre (22 gals.)	\$23.40	\$26.00
Whiskey in bottles.. . . . . .per hectolitre	\$29.90	\$36.00
Calcium carbide .. . . . . .ad val.	13 %	10 %
Box shooks .. . . . . .per 100 kg.	20 cents	\$1.20
Ordinary lumber for shipbuilding per cubic metre (424 B. ft.)	50 cents	70 cents
Ordinary lumber, planed or with tongue and groove per 100 kg.	some 20 cents	75 cents
Automobiles, passenger.. . . . . .ad val.	31¼ %	25 %
Motor trucks.. . . . . .ad val.	31¼ %	15 %

* Under the old tariff newsprint paper imported direct by publishers for use in printing their own newspapers or other periodicals was admitted free of duty. Otherwise it was dutiable at \$5.00 per 100 kg. Under the new tariff newsprint as defined and commonly known as newsprint is duty free with no restrictions as to importer.

Surtaxes are in force as follows: 3 per cent of the duty on newsprint, kraft, calcium carbide, box shooks, lumber, trucks, and automobiles valued at less than \$400; 10 per cent of the duty on automobiles valued at more than \$400, and on whiskey.

PREFERENCE TO UNITED STATES

A Cuban-United States Reciprocity Treaty was brought into force on December 27, 1903, under which Cuba gives the United States a tariff preference over any other country. The prevailing preference granted by Cuba to the United States is a 20 per cent reduction from the lowest tariff applied to any other country, but exceptions are made for some commodities on which the preference is 25, 30, or 40 per cent. On tobacco there is no preference. The reciprocal concession granted by the United States to Cuba is a reduction of 20 per cent from the ordinary duties of the United States tariff.

The preferential reductions granted to the United States on the aforementioned list of goods are 40 per cent of duty on cheese; 30 per cent on wheat flour and butter; 25 per cent on fish and whiskey; and 20 per cent on the other goods.

Information concerning rates of the new tariff on goods may be obtained on application to the Department of Trade and Commerce, Ottawa.

BRITISH MERCHANDISE MARKS ACT NOT TO BE APPLIED TO IMPORTED EGGS

ACTING TRADE COMMISSIONER J. C. MACGILLIVRAY

London, November 15, 1927.—In *Commercial Intelligence Journal* No. 1211 (April 16, 1927) reference was made to the fact that an application had been made to apply the terms of the Merchandise Marks Act of 1926 to eggs imported into the United Kingdom. The inquiry into this application has now been concluded by the Standing Committee appointed under the act and they have submitted their report. The principal recommendation in this is that until certain requirements can be met, an order in council requiring that foreign eggs bear any indication of origin should not be made.

This negative recommendation was made for two reasons. First, owing to the non-perfection in the methods of collecting, grading, packing, and marketing of British eggs, the Committee considers that the best imported eggs might secure the leading position in the United Kingdom market. In the second place, they believe that enforced marketing might restrict the supply of "cheap" imported eggs which are almost a necessity to the British consumer. These two points are of considerable importance, as it is conceivable that there are similar objections to the marking of other foodstuffs from foreign countries.

There are at present two more or less distinct varieties of eggs imported into the United Kingdom. These are known in the trade as the "best" eggs and the "cheap" eggs. While a proportion of the "cheap" eggs compete with British produce, the principal competition is from the "best" variety. These come from the near European countries, including the Irish Free State, and are believed to comprise slightly less than two-thirds of the total imports of eggs. The remaining one-third of "cheap" eggs are brought from Eastern and Central Europe, Northern Africa, China, and other distant countries.

While there are notable exceptions, British eggs are frequently dirty and lacking in uniformity, and as a general rule, the marketing standards of British producers fall short of those of some of their principal competitors. Under present conditions, foreign eggs are often mixed with domestic eggs and vice versa, when exposed for sale. The applicants for the marking order contended that while a malpractice such as this is possible, any efforts on their part towards better marketing would be rendered largely nugatory, and that the only way to prevent the mis-description of imported eggs was to identify them by means of a mark.

Although the Committee recognizes the inadequacy of the Sale of Food Order, they find it difficult to accept these views. Since the pre-war years, there has been an increase in the domestic production of eggs with a corresponding decrease in imports. Over the period 1911-13, the average annual imports of eggs in the shell was nearly 20,000,000 great hundreds (great hundred = 120 eggs). The same average during the three years 1924-26 amounted to but 17,000,000 great hundreds, a reduction of 15 per cent. It would appear therefore that unfair foreign competition was not killing the home industry. On the other hand, the Committee considers that the application of a marking order would stimulate the exports in foreign countries to make their produce supreme in the British market, with a resultant heavy blow to the home industry.

In connection with "cheap" imported eggs, a different consideration presents itself. The ultimate destination of a large proportion of these is not known at the time of packing. They may simply go on consignment from their place of origin to some frontier station in Central Europe. The necessity of marking and repacking those destined for the British market would tend to increase the cost to the ultimate consumer and to divert the supplies to other consuming countries.

Until recent years, the United Kingdom was the principal egg importing country of the world. Now, however—excluding imports from the Irish Free State—this position is held by Germany, while several other European countries are important purchasers in the world market. The suggestion is accordingly made that joint action by both importing and exporting countries might be taken with a view to adopting some general marks of identification for all eggs which are sold outside the countries where they originated.

The conclusion reached is that, while the marking of individual imported eggs would be an effective means of preventing misrepresentation, an order in council in respect to eggs should only be made when:

- (a) sufficient improvement has been made in the collecting, grading, packing, and marketing of British eggs to remove or, at least mitigate the danger of the "best" imported egg obtaining a better market in the United Kingdom than the average home-produced egg; and
- (b) either the "cheap" imported egg becomes of substantially less importance to the British consumer, or international arrangements are made which will prevent a marking requirement from restricting supplies of this class of egg.

In the meantime, it is suggested that steps be taken to experiment with marking media and that research be made to secure a suitable ink which, while endurable, will not in any way injure the egg.

The application for marking which was before the Committee included dried eggs as well as fresh eggs, but in this cause the recommendation is that no order should be made.

CONDITIONS IN THE UNITED KINGDOM

ACTING TRADE COMMISSIONER J. C. MACGILLIVRAY

London, November 15, 1927.—The foreign trade returns for the month of October show a slight increase in both exports and imports. The former were valued at £70,614,096 compared with £68,614,096 in September, and imports at £105,030,630 against £101,427,440 during the previous month. The figures covering exports represent both United Kingdom goods and re-exports of imported merchandise. In both cases, bullion and specie are not included.

Compared with October, 1926, imports have declined by £5,964,000, or 5.3 per cent, while British exports were higher by £7,991,000, or 15 per cent. On the other hand, re-exports declined by £914,000, or 8.8 per cent. It should be borne in mind, however, that October of last year was the sixth month of the coal stoppage.

As compared with the figures for October, 1925, which form a better basis of comparison, imports last month were lower by £3,805,000, or 3.5 per cent. Exports were less by £5,915,000 or 8.8 per cent, while re-exports declined by £3,930,000, or by as much as 29.3 per cent.

Exports of iron and steel were lower last month compared with the same period in 1925, being £6,035,000 against £6,408,000. Regarding coal, the total quantity exported was 4,141,000 tons, a decrease as compared with October, 1925, of 241,000 tons with a value of £545,000. For the past ten months, the quantity exported was 43,136,000 tons—an increase of 1,289,000 tons over 1925, but much below the 1924 total of 51,725,000 tons.

The value of exports of cotton yarns and manufactures was, for the month, £12,299,000, against £16,447,000 in 1925 and £16,611,000 in 1924. The value for the ten months was £122,054,000, showing a fall of £47,340,000 as compared with 1925, and £43,770,000 as compared with 1924.

As regards general imports for the month, as compared with October, 1926, food, drink, and tobacco rose in value by £1,828,000; raw materials fell by

£6,351,000; and manufactured articles were lower by £1,436,000. Grain and flour rose by £1,659,000. Wheat advanced in quantity by 378,000 cwt.; flour fell by 81,000 cwt. Barley rose by 1,742,000 cwt.; oats by 275,000 cwt.; and maize by 961,000 cwt. The increase in all these cereals is accounted for largely by the season of the year. Iron and steel fell in value by £418,000, and non-ferrous metals by £1,404,000. Wood and timber rose in value by £1,502,000.

THE STATE OF TRADE

The quarterly forecast of the Federation of British Industries, an organization comparable with the Manufacturers' Association in Canada, and in close touch with all branches of British industry, is very optimistic about the future. It states:—

Although the international horizon is still far from clear and our own immediate future full of difficulties, the outlook for the next year, so far as British trade at any rate is concerned, is brighter than it has been at almost any period since the conclusion of the war.

The Federation bases this viewpoint very largely on the reduction last August of the United States discount rate by the Federal Reserve Bank to 3½ per cent. It considers that this action will do more than anything else to relieve the monetary stringency in England and that it has transformed the whole outlook.

In the coal trade there is no particular change to note. As far as iron and steel are concerned, the following is from the weekly report of the London Iron and Steel Exchange:—

Trading in iron and steel during the past fortnight has been more satisfactory than for some time past. There is no doubt that a good proportion of the buying has been for export, and while the British works have taken a fair amount of business lately, they have had to face keen competition from Continental supplies.

The cotton market is unsettled, while with boots and shoes, and chemicals, conditions are considerably brighter.

UNEMPLOYMENT

The question of unemployment shows on the whole a slight betterment. The Ministry of Labour has announced that the number of persons recorded on the registers of the employment exchanges of Great Britain was 1,106,100. This is 32,068 more than a week before, but 453,136 less than a year ago, when, however, figures were swollen by the coal stoppage. The building and general engineering trades show a slight decrease. The distributive and cotton trades remain more or less stationary, while in coal-mining and shipbuilding there is marked improvement. Although unemployment in the British Isles remains a serious problem, it does not appear to be likely to increase to an appreciable extent, but to fluctuate between certain fairly well-defined points. In dealing with it, the point should not be overlooked that a small army of young men are being absorbed into industry each year.

LONDON HAY MARKET REPORT

ASSISTANT TRADE COMMISSIONER J. C. MACGILLIVRAY

London, November 18, 1927.—Larger quantities of home-grown hay are now coming forward, and although the quality is poor, it is being taken up by consumers and has had the effect of relieving the pressure of the demand and easing prices. There have also been larger arrivals of Canadian hay during the past week, and sellers are finding disposal more difficult. It is anticipated, however, that with the impending closing of the St. Lawrence this situation will automatically adjust itself. The present c.i.f. price of 112s. 6d. per ton

for Canadian hay which must be hauled by rail to the seaboard is too high to make any volume of business possible. On the other hand, hay from points in the Maritime Provinces now has a much better chance to enter the British market. Canadian hay which has been offered via New York has been too high in price.

It is difficult to prophesy what the future prospects are. If there is a heavy consumption in the rural districts, hay may be scarce in the spring. In any case, it is probable that good quality hay will be difficult to obtain, and there may be an increased demand for the Canadian product, particularly if the price comes under £5 per ton c.i.f.

Even an approximate estimate of the quantity of Canadian hay which has been received in London during the past four months is difficult to obtain, but it must be at least in the vicinity of 10,000 tons. As is generally known, one of the principal difficulties has been to secure shipping space to bring it over, and it is of interest to note that one parcel, bought last July, has only reached London this week.

The quality has been uniformly good, and the number of complaints has been singularly few. This is, however, a point to which shippers should continue to give every attention. Canadian hay is now highly rated, but it takes very few cases of trouble to divert business to other sources.

Another complaint which has been brought to the attention of this office is that very often the tonnage of the hay is found upon arrival not to tally with the weight on the shipping documents. While the amounts involved are not large, cases of this nature are annoying, and care should be taken to avoid them. In this connection it should be borne in mind that the English ton is 2,240 pounds and not 2,000 as in Canada.

Even in a good year the English hay crop is usually insufficient for requirements; hence the balance must come from abroad. With attention to details it is quite conceivable that Canada can retain at least a part of the British hay market which she has secured owing to the failure of the present year's crop.

DRUG SUNDRIES FOR THE WEST OF ENGLAND

TRADE COMMISSIONER DOUGLAS S. COLE

Bristol, November 18, 1927.—This office is periodically approached by Canadian manufacturers of drug sundries such as hot-water bottles, ice caps, and kindred lines as regards possibilities for export to this market.

HOT-WATER BOTTLES

This week an investigation amongst the wholesale firms and distributors regarding the sale of such sundries has been completed. The following are the impressions given by a director of one very large house which in addition to its domestic trade in England, does a large export business. As regards the sale of hot-water bottles he states that the so-called American or Canadian type of soft, red-coloured, hot-water bottle has the reputation of not lasting sufficiently long. The English type used is a grey rubber, canvas-lined, very flat type, with a half-inch seamed edge entirely surrounding the bottle to ensure greater strength. Durability and length of service form the chief factors in demand—the old English policy of wanting articles that will last for many years. Considerable numbers of the American type of bottle are, however, disposed of, aided by various types of sales efforts such as advertising. The needs of this English market and the types of various drug sundries in use are

somewhat different from the lines sold in Canada. Catalogues of English manufacturers have on several occasions been forwarded to Canadian manufacturers together with English prices to indicate exactly what is desired. In so far as hot-water bottles are concerned, if Canadian firms are prepared to make up a type of canvas-lined bottle such as is generally used in the West of England and Wales (and prices are competitive), they should undoubtedly do business, but it will not be through West of England distributors.

LONDON DISTRIBUTORS NECESSARY

Every firm of wholesalers interviewed in this area stated that distribution would have to be through the larger London firms for such specialities, and several names were given as suitable prospects to approach. For specialities, as for other lines, there must be a central distributing centre such as London and a direct sales campaign carried out from such a centre. Salesmen must cover the United Kingdom, reference catalogues must be available, and last but not least, supplies must be of such magnitude that they can be called upon at comparatively short notice.

PRICES

The wholesale and retail prices for the washerless type of hot-water bottle sold to the wholesalers in this area are as follows (note retail prices fixed and must not be cut):—

Size	Each	Min. Retail	Size	Each	Min. Retail
6 x 8 ..	3/6 (89c.)	5/- (\$1.21)	8 x 10 ..	4/7 (\$1.11)	6/3 (\$1.52)
6 x 10 ..	4/- (97c.)	5/3 (\$1.27)	8 x 12 ..	5/1 (\$1.21)	6/9 (\$1.64)
7 x 12 ..	4/9 (\$1.15)	6/6 (\$1.58)	8 x 14 ..	5/6 (\$1.33)	7/3 (\$1.76)
10 x 12 ..	5/9 (\$1.39)	7/9 (\$1.88)	12 x 14 ..	7/3 (\$1.76)	9/6 (\$2.31)
10 x 14 ..	6/6 (\$1.58)	8/6 (\$2.06)			

Another so-called super-red type is offered as follows:—

Size	Each	Min. Retail	Size	Each	Min. Retail
8 x 10 ..	5/- (\$1.21)	7/6 (\$1.82)	8 x 12 ..	5/9 (\$1.39)	8/6 (\$2.06)
8 x 14 ..	6/6 (\$1.58)	9/9 (\$2.37)	10 x 12 ..	6/6 (\$1.58)	9/9 (\$2.37)
10 x 14 ..	7/6 (\$1.82)	11/3 (\$2.73)			

One West of England firm stated they bought their bottles on a weight basis, and prices were in the vicinity of 4s. 6d. to 5s. (\$1.09 to \$1.21) per pound, including stoppers.

METHOD OF APPROACH

Should such a central firm of distributors be induced to take up sales of Canadian lines, or should an office be opened in London by a Canadian firm of manufacturers, the provincial Trade Commissioner offices could be utilized to great advantage as it will be found they are in close touch with the leading wholesale representatives. Certainly in so far as the West of England is concerned, it is of great advantage to know not only the principal buyers of such houses but also members of the directorate. Such assistance can be afforded by the Bristol office.

WOODENWARE MARKET IN THE IRISH FREE STATE

TRADE COMMISSIONER F. W. FRASER

Dublin, November 1, 1927.—In 1925, an import duty at the rate of 33½ per cent ad valorem was imposed on wooden furniture entering the Irish Free State. The application of this duty has been given a wide interpretation by the Customs authorities and includes domestic woodenware of all kinds made wholly or partly of wood. While imports of furniture have declined by about 50 per cent since the imposition of this duty, the importation of domestic woodenware shows an apparent increase, imports being valued at £15,658 in

1926 against £12,228 for 1925. It is improbable that there has been any actual increase in purchases covered by this heading, but it is rather due to a more careful classification of imports for purposes of duty assessment.

Broom and Mop Handles.—In the case of articles made partly of wood, the duty is assessed on the value of the whole article regardless of the proportion of wood entering into the manufacture. Thus household brooms are dutiable. If, however, the wooden handles are removed from the heads before importation, the broom heads may be imported free. As a result, considerable quantities of Italian brooms are entering this market, the heads and handles being shipped separately; duty is applicable to the latter only.

There is some production of corn brooms locally, and one firm at least is using handles turned from native ash or beech. This is not altogether satisfactory, however, as the wood is a bit heavy, and spruce and hemlock is considered preferable.

The principal demand is for a handle made from spruce or other light, soft wood, free from knots and defects, with plain smooth finish. Shellaced or polished handles are not desired. Dimensions are: length 48-50 inches by $1\frac{1}{8}$ inches diameter. The demand for mop handles is small, and of little importance. The sizes of these are 48-50 inches long by $1\frac{1}{4}$ inches diameter.

DOMESTIC WOODENWARE

The following are the lines in chief demand:—

Clothes Pegs.—The principal demand is for the seven-coil spring peg, followed in popularity by the four-coil peg. The sale for the round "Dolly" peg is small, and the Swedish price seems to be more competitive than the Canadian or American in all three lines.

Washboards.—The all-wooden board is the most popular. A local manufacturer is now turning out an excellent article, and getting a good share of the trade. A board with a zinc rubbing surface supplied chiefly by Sweden also finds favour. The board with a glass rubbing surface has a small sale on account of its higher price.

Pastry Boards.—These are supplied chiefly in maple or birch with dove-tailed ends, and must be of good, clean stock. The patterns without sides and backs are the most popular. Sizes run from 18 by 12 inches to 26 by 20 inches. Patterns with sides and backs are also sold in fair quantities.

Rolling Pins.—These may be supplied in any good, clean wood, and are sold on a purely price basis. Sizes for the rolling part are 8-10 inches long by $1\frac{3}{8}$ -2 inches in diameter.

Towel Rollers.—These are supplied in 16-inch lengths for the rolling part. There is room here for a roller made of any good, clean wood that will do the work, but price must be low.

Blind Rollers.—The principal demand is for the following sizes: 36, 39, 43, 48, 54, 60, 72, and 96 inches long by $\frac{1}{4}$, $1\frac{1}{8}$, $1\frac{1}{4}$, and $1\frac{1}{2}$ inches in diameter. One Canadian company is securing a good share of this trade.

Chair Seats.—Supplied chiefly in three-ply wood, perforated, in three styles—square, round, and ball top. The sizes are 12, 13, 14, 15, and 16 inches. Germany is the biggest supplier.

Wooden Spoons.—There is a large sale of wooden spoons in this territory. The sizes run from 8 to 18 inches, but the 12- and 14-inch sizes are in greatest demand. These are supplied chiefly by Germany and Holland, and are made principally of beech wood.

Chopping Bowls.—Large numbers of chopping or butter bowls are used by the dairy industry. These are made of maple wood in 11, 13, 15, 17, and 19 inches, and supplied chiefly from the United States.

TOOL HANDLES

Tool handles as such are exempt from the import duty applicable to domestic woodenware. The following are the most important types of tool handles imported by the Free State. These are made principally of hickory and originate for the most part in the United States. The demand is pretty much limited to second and third qualities, these being ordinarily designated as No. 2 and A.

Felling Axe.—The 36-inch "Fawnfoot" is the best seller.

Hammer handles are sold in 12- to 30-inch lengths, rising by 2 inches. The so-called English-pattern is most popular.

Sledge.—The 36-inch English pattern is in greatest demand.

Slasher.—These are sold in 30- and 36-inch lengths.

Hatchet.—The Kent axe shape is the best seller, supplied in lengths 14 to 30 inches, rising by 2 inches.

Picks.—The navy pick handle is the most popular, and in addition to the two qualities above mentioned, there is a demand for No. 3 grade, which is a grade lower than A; length, 36 inches.

Shovel, manure fork, and hay fork handles are supplied chiefly in ash, and appear to be drawn chiefly from the United States. There is some local production, but the quality is said to lack uniformity. Shovel handles run from 4 to 6 feet in length, diameter $1\frac{1}{8}$ -inch parallel, with rounded top. The manure fork handles are supplied in "straight", "bent", and "bent, bored and chucked" patterns. Sizes 4 feet by $1\frac{1}{8}$ inches parallel. Hay fork handles run from 4 to 6 feet in length, rising by 6 inches, and $1\frac{1}{8}$ inches in diameter.

EXPORT PACKING

The above tool handles are packed in strong wooden cases in 12-dozen lots, except the pick handles, which may be packed in 6-dozen lots. An alternative method of packing is sometimes used in burlap or strong sacking, but this has been found to be unsatisfactory in some instances, and the former method is advised.

SCOTTISH MOTOR SHOW

MISS C. J. McNICOL, OFFICE OF THE TRADE COMMISSIONER

Glasgow, November 14, 1927.—At the Scottish Motor Show held at Kelvin Hall, Glasgow, during the week ended November 12, there were 200,000 visitors.

Deputations from corporations and councils were specially interested in the omnibus section. Organized visits from engineering institutes were made for the purpose of studying the latest automobile designs. Last but not least—the prospective-buyer type of visitor was in a quandary as to the type of car to select, tourer or saloon. This difficulty in choice has been overcome by certain new models, the roofs of which can be quickly and easily removed, so as to serve the double purpose of both saloon and tourer, and thus suitable to Scotland's climate. In the opinion of the trade, this type will eventually be most popular.

The majority of the new models were sixes, of which there were fifteen, with only four new four-cylinder models. There were three new eights, one being the 20-60 h.p. Wolseley, the American Marmon (not previously sold in Scotland), and the La Salle (a General Motors product).

Twelve-cylinder cars were represented by two Daimler double-six models, the 50 h.p. which was introduced a year ago now being supplemented by a smaller h.p.

At the other end of the scale, it was found that makers were disinclined to see the Austin seven taking too big a share of the miniature car market. Last year the Singer Junior met this demand, and this year the Triumph Company have a cleverly designed 7 h.p. miniature, while the Clyno had a 9 h.p., and the Standard Company had a new 9 h.p. model.

An interesting new tire gauge made its appearance, which does not require the valve cap to be removed, but indicates the pressure by the amount of the depression produced by a spring-controlled plunger, when the gauge is pressed against the wall of the tire.

There is no doubt that more direct business was done at the show than for many years past, while the indirect results are certain to prove satisfactory. Opinions expressed by members of the committee who were prominent stallholders indicate that from a sales point of view it was a record show, even in high-priced cars. An outstanding feature was the number of middle-type cars (£500) which had exceedingly good sales. In cheaper-priced cars the sales were phenomenal.

COMMERCIAL NOTES FROM NEW SOUTH WALES

COMMERCIAL AGENT B. MILLIN

Trade Conditions in New South Wales

Sydney, October 20, 1927.—A combination of unfortunate circumstances in New South Wales has conduced very unstable conditions from a business point of view.

Severe drought conditions have prevailed almost throughout the State for some months, and it looked as if the losses in the pastoral and agricultural industries would be very great. Fortunately, although somewhat late, heavy rain has fallen over the State with the exception of the far northwest portion. In some of the agricultural portions the rain came too late to save the wheat crops, but notwithstanding this the yield at present looks as if it would be a very fair average one. In the coastal butter-producing districts conditions have been particularly severe; the winter has been longer and colder than usual and frosts very heavy. Production therefore is coming on late and is considerably off the normal position.

Output of Phosphates, Nauru and Ocean Islands

The phosphate deposits at Ocean Island were discovered in 1900, and for some years were worked by the Pacific Phosphates Company. Later discoveries were made at Nauru, about 165 miles east of Ocean Island. This island was acquired by the Commonwealth Government during the war, and the interests of the Pacific Phosphates Company in Ocean Island were purchased by the British, Australian, and New Zealand Governments in 1919 for the sum of £3,500,000, the purchase money being contributed in the proportion of 42, 42, and 16 per cent respectively. By agreement the deposits are controlled by a commission of three persons appointed by the three Governments, the three countries receiving the output in the same proportions.

The quantity of phosphates on the two islands has been estimated at not less than 100,000,000 tons. The rock phosphates, as shipped, average 85 per cent to 88 per cent of tribasic phosphate of lime, and about 4,000,000 tons have already been removed. The output from the two islands in 1913, the last year before the war, was 350,000 tons, and it has steadily increased each year until the total reached 509,799 tons. The average cost per ton is 49s. c.i.f. as supplied to the superphosphate manufacturing companies.

Last season's price for high-grade phosphates in Australia was £5 7s. 6d. per ton. Price lists for next season have not yet been published, but information received indicates a reduction of not less than 2s. 6d. per ton.

Sydney Rabbit Skin Sales

On account of the waning season due to the approach of warmer weather and (consequently) poorer furs, the market has been irregular for all descriptions. The season has, however, been a particularly busy one, and prices have, from a seller's point of view, been very satisfactory. Quotations at present are as follows per pound: winters, 47d. to 54d.; first outgoing, 36d. to 41d.; second outgoing, 32d. to 35d.; third outgoing, 25d. to 28d.; racks, 21d. to 24d.; first heavy pelts, 31d. to 37d.; second heavy pelts, 24d. to 27d.; third heavy pelts, 18d. to 21d.; fourth heavy pelts, 12d. to 16d.; first does, 28d. to 40d.; second does, 19d. to 21d.; third does, 13d. to 15d.; best blacks, 34d.; best fawns, 39d.

The exports of rabbit skins from Sydney for the three months ended September 30 last totalled 10,436 bales, of which 5,944 bales went to the United States and 2,084 bales to the United Kingdom.

Sydney Tallow Market

There has been a good inquiry for all lines during recent sales and last week's auctions showed an advance of 10s. per ton. Present quotations per ton are as follows:—

Prime butchers' mixed	£32 15s. to £33 10s.
Exceptional lines .. . . .	..... to £34 0s.
Good	£31 10s. to £32 10s.
Medium	£28 10s. to £30 0s.
Inferior	£24 10s. to £26 10s.

On account of the various freezing works being closed down at present edible tallow is unobtainable.

Boring for Oil at Roma, Queensland

Continued favourable reports are being received with regard to oil-boring operations at Roma. The pressure of gas at the bore is now stated to be 485 pounds to the square inch, and the gas has forced gallons of mud high up the derrick. Just so much is allowed to escape as is necessary to fire the boilers and provide light while at the same time maintaining the safety of the well. Two analyses of oil have been made—one giving 91 per cent and the other 92 per cent of the petrol and kerosene. It is also stated that six gallons of amber-coloured light oil have been taken from the bore and this was subsequently used to run a motor car. An eminent Australian geologist advises that the bore should be sealed and another deeper bore sunk in the endeavour to find oil.

Scarcity of Softwoods in Australia

The Commonwealth Constitution Commission recently held an inquiry at Sydney with regard to the Federal control of afforestation. One of the witnesses examined, who was recently a Forestry Commissioner, stated that the supply of hardwood and jungle wood in Australia is sufficient for the needs of the Commonwealth, but so inadequate is the supply of softwood grown, the bulk used has to be imported and this amounts to the value of over £4,000,000 annually. He stated that the total timber resources of Australia covered 24,500,000 acres. Of this total 60 per cent consisted of hardwood, 25 per cent jungle wood, and 15 per cent softwood.

TRADE CONDITIONS IN NEWFOUNDLAND

By J. A. STRONG, JUNIOR TRADE COMMISSIONER

I

Newfoundland, the oldest of Great Britain's colonies, is advantageously situated geographically with respect to European and North American markets. The area of the island is approximately 42,000 square miles, of which more than one-third is covered by water.

According to the census of 1921, Newfoundland with Labrador had a total population of 262,979, as compared with 242,619 in 1911. Over 98 per cent of the population is native born. St. John's, the seat of government, with 40,000 inhabitants, is the main distributing centre for the island, although Cornerbrook, on the west coast, which now has direct steamship connections with Montreal, is growing in importance in this respect. The remaining population is widely distributed among the numerous outports.

Extremes of heat and cold are rarely experienced in Newfoundland. Low temperatures in winter are unusual, but there is an abundance of snow and spring is usually slow and protracted.

The railways of Newfoundland have a total mileage of 1,000. Until 1923 they were operated by the Reid Newfoundland Company, but at the 1923 session of the legislature an act was passed taking over the railway and its allied services, and the Government is now operating the road and steamship lines.

From St. John's to Port-aux-Basques there is a narrow-gauge line of 546 miles with branch lines to the various seaboard sections. A fleet of coastal steamers, covering 3,000 miles on various routes completely around the island, serves sections out of reach of the railway. There is also an excellent system of motor highways radiating from St. John's.

ECONOMIC CONDITIONS

Business at present in Newfoundland is slack. The post-war depression of 1921-22 was most severe and forced many of the largest firms into bankruptcy. Recovery, except for a boom period during 1924 and 1925, when the paper mill at Cornerbrook was under construction resulting in an inflow of British capital, has been very slow. Of the three main industries in the island, fishing, mining, and pulp and paper, fishing will undoubtedly remain the principal source of wealth. The forests and mines, however, are growing in importance. As present prices ruling in the foreign markets for fish products are low with little prospect of better conditions in the near future, the outlook is not promising in this branch of industry.

FISHING INDUSTRY

The fishing industry is the dominant factor in the economic life of the Dominion, the buying power of the people being dependent on the size of the catch and the price obtained. There are three types of fishing, namely: shore, bank, and Labrador. The shore fishing is carried on by fishermen who ply their trade in small vessels operating from the numerous outports. The fishermen engaged in the bank fishing operate from larger vessels which are usually owned by the merchants. They are paid a nominal wage and share in the profits from the catch. The product of these two branches of the industry is a light salt dry fish and is exported to Portugal, Spain, Italy, and Greece. The Labrador fishing is done in larger vessels which make one or two trips to the Labrador coast each season. The product is a heavy salt fish, cured with very little sun

and sold chiefly to the West Indies and Brazil. Twenty thousand fishermen from Newfoundland visit the shores of Labrador each season and return with from 200,000 to 300,000 quintals of dried cod.

This industry appears to have reached a crisis. The price of dried cod has been consistently low since the post-war depression in 1921. This is due mainly to the decreased purchasing power in the export markets, aggravated by exchange fluctuations. Another contributing factor is the change in the method of shipping the product. Previous to and during the war dried cod was exported in small sailing vessels which carried 2,000 to 3,000 quintals each, thus ensuring a steady supply on the foreign market. But with the gradual disappearance of this type of vessel and the increase in insurance rates, the practice of shipping in steamers carrying 20,000 quintals and upwards has grown, and with the larger quantities reaching the markets at one time, prices are forced down. A further factor is the increasing competition from Scandinavian countries, Iceland alone having increased her production since 1920 by some 500,000 quintals.

In 1921 an association was formed under the leadership of Sir William Croker, called the Fishermen's Protective Union, with the object of bettering marketing conditions. A model fishing village was built at Port Union. Government legislation was secured fixing the price at which fish could be sold for export and arrangements were made for the holding of export shipments in order to avoid flooding the markets. However, no arrangement was made for the pooling of profits and consequently those who shipped first realized high prices while the others were ruined financially.

The Hudson's Bay Company experimented last year in the export of frozen salmon to the United Kingdom with gratifying results, and it is believed they will make similar experiments with cod next season. This method of handling the products of the industry promises to effect a solution of the marketing problem, the serious aspect of which will be realized when it is stated that, though the estimated cost of producing a quintal of dried cod is \$5, the opening price this year was \$3.80 per quintal.

Cod and Cod Liver Oil.—The most important by-products of the fishing industry are cod liver oil and cod oil. The former is refined at various outports and in St. John's under Government supervision. The total exports in 1926 were valued at \$197,244, the chief markets being the United States, Canada, and the United Kingdom. Cod oil is obtained by permitting the refuse of the cod fish to decay in the sun, and is used for tanning purposes. The exports of this product in 1926 were valued at \$751,734, of which the United States took \$605,942.

SEALING INDUSTRY

There are twelve schooners owned by merchants in St. John's which engage in the sealing industry. Each schooner carries about 200 men who are paid a nominal wage and share in the profits from the catch. The vessels leave St. John's in March, the open season extending from March 13 to April 30. The seals are killed and skinned on the ice, only the young being taken. The pelts with their thick layer of fat are brought to St. John's, where the seal-oil refiners are situated. The skin is tanned and used for leather purses, etc., and the oil is exported. The total exports of oil in 1926 were valued at \$235,769.

PULP AND PAPER INDUSTRY

Newfoundland has enormous resources of pulpwood timber in the areas adjacent to the Exploits and the Humber rivers. The first organization to commence operations was the Anglo-Newfoundland Development Company, who established a plant in 1909 at Grand Falls on the Exploits river, and con-

trol timber lands under the original project of 4,000 square miles. The A. E. Reid Company also operate a plant at Bishop's Falls, and under an arrangement with the Anglo-Newfoundland Development Company their output is sent to Grand Falls for manufacture into paper. The combined annual output of approximately 60,000 tons of paper and 20,000 tons of pulp is taken by the *Daily Mail*, the *Daily Mirror*, and the *Evening News*, of London, England.

The Newfoundland Pulp and Paper Company was organized in 1923 to utilize the pulp resources of the Humber River area, the plant being built at Cornerbrook. The company, whose bonds were guaranteed by the Newfoundland and the Imperial Governments, became involved in financial difficulties and was taken over this year by the International Paper Company. The present output is some 425 tons per day. The labour problem was one of the greatest difficulties at the outset, as skilled workmen had to be imported. Another difficulty is that a certain portion of the winter output must be stored, as the harbour at Cornerbrook is ice-bound in winter. The total exports of paper last year were \$8,383,322 and of pulp and pulpwood \$305,714.

MINING INDUSTRY

The iron mines in Bell Island, Conception Bay, are among the richest in the world. The deposits are owned and mined by the British Empire Steel Corporation and the ores are sent partly to the company's steel plant at Sydney, Nova Scotia, and partly to England, Belgium, and Germany.

Recent discoveries of zinc-lead deposits on Buchan's River near Red Indian Lake promise to be very important. The deposits are now being developed by the Buchan's Mining Company, a subsidiary of the American Smelting and Refining Company, and by the Anglo-Newfoundland Development Company, and are expected to reach production in 1928. The total value of the products of the mines exported in 1926 was \$1,937,695.

St. John's is the centre of most of the other industries of the colony. As the eastern terminus of the Newfoundland Railway it has the maintenance shops as well as a modern drydock capable of accommodating any but the largest ships. The Colonial Cordage Company manufacture an assortment of lines, twines, nets, and cordage as used in the fishing industry and employs on an average 200 hands throughout the year. Other industrial activities include confectionery and biscuit and bread manufactures, saw and planing mills, foundries, two shoe factories, two breweries, a tobacco factory with 140 operators, paint and oiled clothing factory, and clothing companies with estimated production of three-quarter million dollars per year. The hydro-electric development plant of the Newfoundland Light and Power Company, which operates the street railway and supplies the greater part of the power for industrial purposes, is controlled by Canadian capital.

GOVERNMENT FINANCES

The total revenue of Newfoundland in 1926 was \$9,752,551, of which customs contributed \$7,790,553, while the expenditure amounted to \$9,865,167, leaving a deficit for the year of \$112,616. Of the total expenditure of \$9,865,167 approximately one-half consisted of such fixed charges as interest on public debt, pensions, and education, and this year a new loan of \$5,000,000 has been authorized, which will add to these charges, leaving \$5,000,000 to defray costs of administering the various Government departments, subsidize the railway and steamship lines, and meet other necessary expenditures. Consequently there is left small scope for retrenchments while the burden of taxation is being felt severely by business men and the people in general.

FOREIGN TRADE

The total exports of the colony in the fiscal year ending June 30, 1926, were \$27,563,213, while the imports were valued at \$27,552,305. This shows a considerable improvement over the previous year, when exports amounted to \$23,590,186 and imports to \$36,404,674, leaving an unfavourable balance of \$12,814,488, and over 1923-24, when the unfavourable balance amounted to \$6,605,611. These comparatively larger balances were due to larger imports of materials for construction purposes by paper companies in Cornerbrook and for building in St. John's. Of the total imports in 1925-26, Canada contributed approximately 42.9 per cent, the United States 32.1 per cent, and the United Kingdom 20 per cent. The imports from countries other than these three main suppliers have been from British West Indies, Norway, and Spain.

MARKET FOR SOYA BEAN OIL IN TRINIDAD AND BRITISH GUIANA

ACTING TRADE COMMISSIONER R. T. YOUNG

Port of Spain, November 11, 1927.—Edible oils, among which is the refined oil of the soya bean, form no inconsiderable part of the imports of the colonies of the Caribbean. Particularly is this the case in Trinidad and British Guiana. This is due to their large East Indian and Chinese population, which uses enormous quantities of such oils in their cooking as a substitute for lard. This applies specially to certain sects of East Indians who by their religion are prohibited from eating food prepared with animal fats. In a lesser way the foregoing is true of Barbados, and the islands to the north where the population is not so cosmopolitan.

During 1926 imports of edible oils into British Guiana totalled 245,970 gallons valued at \$232,887; and into Trinidad 83,449 gallons valued at £26,448 (soya bean oil is not entered separately in the Customs returns). The principal source of supply was the United Kingdom; the amount credited to Canada was 58,509 gallons.

That the United Kingdom should be the main source of these edible oils, principally soya bean oil, is rather surprising when one considers the distance from both the home of the raw material and the market for the finished product. Canada's comparative proximity to China, from which the soya bean is obtained, and her nearness to and direct communications with the West Indies, together with the preference granted her, and the fact that industries capable of producing soya bean oil are already well established both in Canada and the West Indies, would seem to suggest that this is a trade which the Canadian exporter could well develop. At the present time the principal United Kingdom firms trading to these colonies in soya bean oil are the Premier Oil Extracting Mills Limited; Jurgens Limited; and the British Extracting Co., a subsidiary of the British Oil and Cake Mills Limited.

Soya bean oil to be suitable for these markets must be deodorized, and in colour similar to olive oil, as appearance is one of the largest factors in selling it in these markets. Canadian refiners should be in a position, for the reasons already mentioned, to obtain a large share of this business, provided the oil is of good quality and colour, is properly deodorized, and also that it is put up in attractively lithographed tins of 2 to 4 imperial gallons net, insured against leakage.

The prices obtained by British refiners during recent months have fluctuated from 31s. 6d. to 34s. per case c.i.f. Port of Spain. Should any Canadian producers be interested in this trade, for further information they are advised to communicate with this office.

SUMMARY OF THE TRADE OF CANADA: MONTH, SEVEN MONTHS, AND TWELVE MONTHS ENDING OCTOBER, 1927

(Compiled by External Trade Branch, Dominion Bureau of Statistics)

Main Groups	Month of October, 1927				Seven Months ending October, 1927				Twelve Months ending October, 1927			
	Total Imports	From United Kingdom	From United States	Total Exports	Total Imports	From United Kingdom	From United States	Total Exports	Total Imports	From United Kingdom	From United States	Total Exports
<i>Imports for Consumption</i>												
Agricultural and vegetable products.....	20,818,026	4,948,616	7,635,072	135,789,136	27,169,411	3,281,146	58,223,468	229,455,088	44,512,849	5,511,703	101,935,701	56,549,868
Animals and animal products.....	4,922,615	6,418,523	3,203,947	33,511,089	3,281,146	40,402,627	21,307,811	165,400,530	5,511,703	71,770,877	37,995,815	86,725,582
Fibres, textiles and textile products.....	15,227,441	6,142,212	5,287,021	101,042,110	40,402,627	2,725,450	33,867,231	10,264,456	182,149,344	4,144,313	239,638,572	1,434,313
Wood, wood products and paper.....	4,643,551	4,402,147	3,900,097	29,945,565	2,725,450	11,117,018	25,045,938	72,824,406	4,144,313	16,953,938	10,045,214	16,953,938
Iron and its products.....	18,491,787	1,520,663	16,381,637	187,520,566	11,117,018	3,629,987	28,001,402	85,864,904	5,914,750	16,532,267	40,534,382	29,710,478
Non-ferrous metals and their products.....	5,812,258	635,168	4,660,519	34,450,189	3,629,987	10,080,314	13,168,178	17,827,990	13,216,446	4,305,493	8,957,720	3,882,470
Non-metallic minerals and their products.....	14,961,740	1,542,735	11,348,539	95,838,228	10,080,314	6,386,323	25,469,950	1,078,975,104	176,220,210	163,042,181	659,279,421	1,225,718,168
Chemicals and allied products.....	3,886,066	4,404,847	2,009,314	20,042,166	2,009,314	95,838,228	13,168,178	991,114,109	4,305,493	159,531,163	563,032,135	865,165,383
Miscellaneous commodities.....	5,672,388	823,283	3,428,519	37,263,810	3,428,519	107,446,204	418,162,091	865,165,383	9,963,249	44,665,808	707,831,475	1,078,975,104
Totals, 1927.....	93,935,872	16,928,214	58,355,056	645,413,889	107,446,204	95,165,059	398,006,141	991,114,109	176,220,210	163,042,181	659,279,421	1,225,718,168
Totals, 1926.....	88,127,214	14,552,090	58,178,116	597,331,200	95,165,059	95,854,088	348,446,357	865,165,383	159,531,163	563,032,135	659,279,421	1,225,718,168
Totals, 1925.....	80,769,757	14,828,906	51,804,375	533,545,913	95,854,088							
<i>Exports (Canadian produce)</i>												
Agricultural and vegetable products.....	43,455,576	25,357,687	4,843,157	274,403,181	148,539,201	32,728,923	30,983,729	546,285,962	309,561,451	54,949,952	86,725,582	1,434,313
Animals and animal products.....	18,299,254	6,088,217	9,797,321	94,040,410	32,728,923	1,147,414	50,135,925	10,264,456	1,434,313	16,953,938	10,045,214	16,953,938
Fibres, textiles and textile products.....	1,108,351	1,190,535	556,395	7,043,565	12,357,508	4,352,028	24,900,864	72,824,406	1,434,313	16,953,938	10,045,214	16,953,938
Wood, wood products and paper.....	23,749,694	1,739,557	19,600,368	107,891,225	12,357,508	9,151,865	24,900,864	85,864,904	1,434,313	16,953,938	10,045,214	16,953,938
Iron and its products.....	5,702,766	632,108	737,426	38,225,645	4,352,028	9,151,865	24,900,864	85,864,904	1,434,313	16,953,938	10,045,214	16,953,938
Non-ferrous metals and their products.....	6,509,521	1,036,504	3,292,821	51,064,039	9,151,865	1,032,028	9,927,990	17,827,990	1,434,313	16,953,938	10,045,214	16,953,938
Non-metallic minerals and their products.....	2,211,178	79,466	1,474,025	14,739,363	1,032,028	2,226,219	4,740,806	17,827,990	1,434,313	16,953,938	10,045,214	16,953,938
Chemicals and allied products.....	1,671,408	326,938	1,789,909	9,958,340	2,226,219	1,762,257	5,351,755	16,822,640	1,434,313	16,953,938	10,045,214	16,953,938
Miscellaneous commodities.....	1,177,205	102,419	842,971	9,341,724	1,762,257	213,238,643	273,773,217	1,225,718,168	1,434,313	16,953,938	10,045,214	16,953,938
Totals, 1927.....	103,884,933	35,592,491	42,044,393	666,707,492	213,238,643	241,721,945	273,773,217	1,225,718,168	1,434,313	16,953,938	10,045,214	16,953,938
Totals, 1926.....	130,279,870	52,551,132	46,803,064	693,146,830	241,721,945	277,454,435	270,621,576	1,225,718,168	1,434,313	16,953,938	10,045,214	16,953,938
Totals, 1925.....	143,548,112	67,406,549	43,535,145	714,863,452	277,454,435							
<i>Exports (Foreign produce)</i>												
Totals, 1927.....	1,936,361	80,436	1,716,630	12,077,257	1,646,038	765,974	9,506,721	19,170,624	2,025,572	1,311,772	10,037,440	15,683,399
Totals, 1926.....	1,209,331	51,452	1,094,102	8,322,269	765,974	482,785	6,178,139	14,240,542	1,311,772	1,945,357	10,037,440	15,683,399
Totals, 1925.....	971,807	46,539	811,515	7,426,073	482,785							
<i>Excess of Imports (i) or All Exports (e)</i>												
1927.....	(c) 11,885,492	(e) 18,744,713	(i) 14,594,033	(c) 33,370,860	(e) 107,438,477	(e) 147,332,900	(i) 134,882,153	(e) 165,913,688	(e) 244,194,871	(e) 219,747,883	(e) 219,747,883	(e) 219,747,883
1926.....	(c) 43,361,987	(e) 38,050,494	(i) 10,380,950	(c) 104,137,809	(e) 147,332,900	(e) 182,083,132	(i) 123,474,565	(e) 316,765,602	(e) 310,771,701	(e) 175,595,325	(e) 175,595,325	(e) 175,595,325
1925.....	(c) 63,729,162	(e) 52,624,182	(i) 7,457,715	(c) 188,743,612	(e) 182,083,132	(e) 182,083,132	(i) 71,646,642	(e) 345,514,223	(e) 299,829,815	(e) 95,625,016	(e) 95,625,016	(e) 95,625,016

PAPER TRADE OF CHINA IN 1926

TRADE COMMISSIONER L. M. COSGRAVE

[The currency that is referred to throughout this report is the Haikwan tael, valued at approximately 80 cents Canadian currency.]

Shanghai, October 26, 1927.—Paper constitutes one of the most rapidly growing items of China's imports. Printed matter of all kinds now constitutes the chief distributing and advertising media throughout the interior. Apart from the large outports, this was not the case twenty years ago; but now there are printing presses in all cities and towns of the interior. There are practically no paper plants of any size in the country, with the exception of one or two Japanese controlled-branch houses in the outports and one Chinese concern in Shanghai. China is thus almost entirely dependent on foreign imports.

Despite the seriously disturbed conditions during the past few years, imports of paper as a whole continue to show notable increases. With perhaps the exception of Japan, the chief imports are from countries with which Canada is competing successfully in other parts of the world; but up to the present trade with the Dominion in this commodity has been practically nil. During the past few months, however, importers have been making serious inquiries as to the ability of Canadian firms to meet competition in this market, and one of the leading paper jobbers in this territory has made an extensive tour of Canada with the intention of obtaining supplies from the Pacific coast. It is anticipated that next year substantial purchases will be made from Canadian mills.

The market is extremely quiet at present, particularly in China cap, newsprint, and wrappings. The large stocks now in outport warehouses were imported on a large scale prior to September, in order to obviate the threatened imposition of largely increased duties. Supplies are now considered ample for several months to come. Some 10,000 tons of M.G. cap alone are reported as held in godowns.

The Chinese Maritime Customs divide paper into twelve classifications. The following figures for 1926 for the whole of China have just been published:—

Paper Cardboard, Pure Bleached Sulphite Uncoated.—Total imports into China during 1925 were to the value of 109,215 Haikwan taels as compared with 87,936 in 1925: Italy, 20,000 taels as against 8,558; Great Britain, 18,095 as against 12,689; Japan, 16,969 as against 26,027; and the United States, 12,484 as against 2,254. Canada has not entered the China market in these products.

Cigarette Paper, on Bobbins or Rolls.—The large consumption of cigarettes in China and the presence in the main outports of large cigarette factories, both foreign and Chinese, is responsible for the rapid strides in imports, which in 1926 amounted to 2,572,968 taels as against 1,514,355 in 1925. The chief sources of supply were: Great Britain, 223,845 taels against 571,221 in 1925; and Japan, 647,022 against 629,294. Canada is not credited with any imports.

Paper, Coated and/or Enamelled on One or Both Sides.—Imports, 1,095,474 taels as compared with 563,424 in 1925: Great Britain, 434,132 against 58,224; United States, 321,547 against 261,218; Germany, 153,625 against 57,610. This product is manufactured in Canada, but the price is closely competitive.

Paper, Common Printing (containing Mechanical Wood Pulp), Calendered or Uncalendered, Sized or Unsized.—This classification constitutes the largest single paper import into China. Total imports, 7,000,967 taels as compared with 5,179,185 in 1925. Certain mills in Japan specializing in the China specification place their entire production in China. Japan is easily the chief supplier, 2,860,815 taels against 2,543,034; followed by Sweden, 1,026,754 against 628,935; and Norway, 823,825 taels against 660,039. Finland and Germany and latterly the United States have also increased their shipments to this country, and there is no doubt that if the mills in Canada are prepared to meet the weight and classification, a permanent and growing market is available.

Paper, Packing and Wrapping (including Kraft Paper).—This classification also shows a noticeable increase in imports with a total of 1,314,361 tael in 1926 as against 847,901 in 1925. The following are the chief sources of supply: Japan, 554,200 tael against 408,293; Germany, 223,798 against 82,076; Sweden, 141,113 against 107,324; United States, 86,584 tael against 5,768. Canada should also be in a position to export, particularly as Chinese dealers are beginning to demand a stronger kraft paper and better quality than is at present being imported. Though Canada exported wrapping paper to the value of 24,017 tael in 1925, no imports are recorded in 1926, chiefly due to the absence of strong and aggressive representation.

Paper, Printing, Free of Mechanical Wood Pulp.—Imports, 3,320,851 tael against 2,086,773 in 1925: Japan, 1,135,936 against 998,323; Great Britain, 1,015,129 against 293,416 tael in 1925.

Strawboard, Plain.—Imports, 414,098 tael against 404,569 in 1925: Japan, 361,189 against 348,370; the United States, 31,516 tael against 6,802. Importers note a steady growth in the consignments of this type of paper and are always interested in new sources of supply.

Paper, Unglazed, Tissue and M.G. Bleached Sulphite, Free of Mechanical Wood Pulp.—Imports, 50,915 tael against 25,983 in 1925: Japan, 17,597 against 9,334; Sweden, 10,771 against 6,054. Entries under this classification promise to grow steadily.

Paper, Writing, Drawing, Art Printing, Bank, Note, Parchment, Pergamyn and Grease-proof.—Imports, 2,377,134 against 1,559,983. Japan, though the leading supplier with 698,168 tael in 1926 against 631,390 in 1925, is meeting with extremely strong competition from the United States which exported to the value of 693,221 tael in 1926 against 330,931 in 1925.

Paper, M.G. Cap Made Chiefly of Mechanical Wood Pulp.—This classification is probably one of the most important to China importers outside of newsprint proper, and is locally known as "China cap", due to the fact that China imports the bulk of her M.G. cap in sheets of 25 by 44. There are 500 sheets to a ream, weight 16½ pounds, white preferred. During 1926 a total of 4,758,201 tael was imported as compared with 3,479,466 in 1925: Japan, 1,182,377 against 853,248; Norway, 1,137,272 against 1,027,021; Sweden, 962,909 tael against 496,324 (the largest increase of the three leading importers). The United States entered the market during 1926 with a shipment of 12,629 tael against 118 in 1925. American suppliers have thus secured a footing. The importance of this item will be realized when it is stated that in Scandinavian countries there are mills which cater solely to the China specification. Finland is reported to be rapidly increasing her supplies to China, due again to the fact that one mill has two machines devoted to China cap and another mill has one machine for the same purpose. Canadian firms, however, should be able to secure a fair proportion of this business, particularly if supplies were available from the West Coast.

China's paper imports have shown noticeable increases in practically all classifications, and the value of the imports is such that Canadian shippers would be well advised to consider an organized effort to enter this territory. With the exception possibly of the lighter weights of newsprint, and certain low-grade papers for special purposes, Canada is supplying to other parts of the world practically all the remaining classifications.

TRADE COMMISSIONER G. B. JOHNSON'S ITINERARY IN CANADA

Mr. G. B. Johnson, Canadian Trade Commissioner in Glasgow, is now about to conclude his tour of Canada undertaken in the interests of Canadian exporters to Scotland and Northern Ireland. The following are his concluding dates:—

Windsor..	December 5 and 6
London..	December 7 and 8
Stratford..	December 9
Guelph..	December 12
Kitchener..	December 13
Brantford..	December 14
Woodstock..	December 15
St. Catharines..	December 16

THE TIMBER SUPPLY PROBLEM

Alarming reports appear from time to time in the press, and statements are made on public platforms, regarding the slow denudation of the world's forests, and particularly of the softwood, or coniferous trees, for general construction purposes, writes a correspondent of the London *Economist*.

Although some of the Northern timber-producing countries of Europe, by afforestation and careful cultivation, may be growing annually as much timber as they cut year by year, it is difficult to conceive, as one of the leading men in the timber trade recently told the writer, that one (Finland—Great Britain's largest supplier) was not only doing that, but cultivating timber growing to meet the enhanced demand of the larger populations of years to come. On the other hand, the wood-shipping countries of Europe have been suffering since the war from the ill-effects of over-production; Great Britain, the principal buyer, for years past has purchased more house and general building timbers than it can absorb with comfort, which, of recent years, has had the effect of weakening values appreciably. The Surrey Commercial Docks at Rotherhithe, London, S.E., are congested with timber-laden ships, timber-laden quays, private wharves and yards are described as "full-up," and there are similar congestions at other ports caused by the great influx of soft building timbers.

Those who have had long and practical experience of the timber markets of the world know that certain port areas in Middle and Northern Europe that thirty years ago *produced* timber, now only *ship* the material—lumbermen have to go farther back from the ports of shipment. Again, European logs nowadays do not provide the same quantities of broad widths and long lengths that were customary at the period mentioned, so that if the forest areas are as large and the number of trees as many (and in both cases the writer is of opinion that they are not), experience tells us that on the average the trees are not so tall nor of such diameters as to give us the same cubic contents of deals, battens, or boards as the average tree of thirty, or even less, years ago.

Another point that assists in confirming the idea that Europe's softwoods are declining is that the timber-shipping countries, on the whole, being poor countries, must produce to live; they have to keep going whether the financial results are good or bad. To timber shippers the question of the maintenance of future supplies is not the most important by any means—they see, in narrow vision inexhaustible supplies for their present markets, but they fail to realize the possibilities of still larger demands from the ever-growing populations of the future, not only in Europe but further afield. They produce as much as they possibly can for immediate gain, and will do so as long as there is a possibility of profit. With the ravages of fire, vermin, and indiscriminate cutting to clear areas for cultivation, there is no possible doubt but that Europe is living on its timber capital, and that a shortage of building timbers is certain, at the latest within the lifetime of the younger generation. On the other hand, it is doubtful whether a world timber *famine* is possible, despite the statements of the scientists.

There are only two other areas in which building woods can be produced on as large a scale as in Northern Europe—North America and Northern Asia. Of Canadian forest wealth, however, it is hard to reconcile the statements made by various authorities on the subject. One stated recently that less than ten years' wood supply remains in Canada; another that the forest area of Canada is estimated at 596.7 million acres, much larger than the 62.3 million acres of Finland, which is presumed to supply timber indefinitely. One thing we can gauge with certainty, that Canada, anxious to trade with the United Kingdom,

could only send us the following small percentages of our softwood log and lumber supplies in the years mentioned:—

	Logs Per Cent Total Import	Sawn Wood Per Cent Total Import
1923.....	2.52	9.20
1924.....	3.14	6.69
1925.....	3.17	7.03
1926.....	4.09	4.94

This business in softwood exports to the United Kingdom is so small because Canada cannot compete successfully on this market with the European productions. Although supplies from Canada to the United Kingdom are likely to expand during the next decade, on account of the expected increasing shipments of British Columbian Douglas fir, and other huge, strong softwoods, it would be futile to expect any considerable shipments from the Dominion as a whole, as supplies must be declining; also the consumption of timber in Canada will increase with her expansion, and the United States, in course of time, will want all the former can spare to supplement her own declining resources of trees.

The "softwood hope" of the future of the old world lies in European Russia (when she becomes more developed) and Northern Asia. European Russia is not producing as much as she ought, considering the forest wealth ascribed to her, and it is to be sincerely hoped that indiscriminate wastage (neglectful or otherwise) is not taking place in her forests. Northern Asia is crude as regards population, especially lumbermen, railways, and roads, and, above all, ports of shipment, as the map testifies, although in course of time development will be much easier than at present. The United States, it may be mentioned, are now receiving Finnish and Swedish timber, and will also be in the market for future Northern Asia productions, Pacific side particularly.

If the above can be considered a fair view of the future supplies of the world's softwoods, the word "shortage" is none too strong, and it is evident that gradually, and as time goes on, the United Kingdom and Continent will have to pay considerably more for building timbers.

As regards the world's resources of hardwoods, it is generally recognized that the more important wood sold in large quantities on the world's markets, and particularly the largest buying market—the United Kingdom—are being gradually cut out. Last year 59.63 per cent of our sawn hardwood imports and 29 per cent of our hardwood logs (about the average in both cases) came from the United States, the largest producing and exporting country in the world. The exports of hardwoods from the United States of America are but a small percentage of the latter's annual production, and it is easily conceivable that even in a very short space of time the United States will want more of her own hardwood logs and lumber for domestic use. As with some Europeans, many interested in States forests deny that her forests are decreasing (we have even read of a wireless broadcast to that effect), but, on the other hand, we know that within recent years, besides huge cutting for home and export trade, hardwood forests have been ruthlessly destroyed by fire to provide acreage for cotton growing and for the creation of settlements. In support of the case that the States is getting short of hardwoods, we may mention that only a few months ago, Mr. W. N. Sparhawk, Forest Economist to the United States Forest Service, wrote on the future of the domestic hardwood supplies in the States as follows: "The points to be emphasized are: first, if our hardwood manufacturing industries are to survive, they must eventually utilize large quantities of timber from the tropics; and second, the present is none too soon to commence laying the necessary foundations for such utilization in the future." The United States, in their wisdom, are afforesting, but they know, as it is hoped that Europe, including the United Kingdom knows, that there is going to be a decided shortage of hardwood timber (as well as of softwoods), and that South America may be able to do something to lighten that shortage.

MOTOR CAR TAXATION IN CZECHOSLOVAKIA

TRADE COMMISSIONER L. D. WILGRESS

Hamburg, November 11, 1927.—A report was published in *Commercial Intelligence Journal* No. 1235, which outlined the proposal to replace the municipal taxes on motor vehicles in Czechoslovakia with a State road tax, which was to be based on cylinder content in the case of passenger motor cars driven by internal combustion engines and on the weight in the case of motor trucks and other vehicles. A summary was given of the rates of taxation which were to apply to different vehicles.

These proposals were embodied in the Road Fund Law of July 14, 1927, and a decree has been issued bringing the law into force on October 1 last. With the coming into force of this law motor cars no longer became liable to the payment of the luxury tax of 12 per cent of the duty paid value.

The above mentioned law contains the formula for calculating cylinder content for purposes of taxation, as follows:—

$$N - \frac{0.785 \times V \times V \times Z \times P}{1,000,000}$$

Where N is the content of the cylinder in litres, V is the bore in millimetres, Z is the hub in millimetres, and P is the number of cylinders.

DRAFT ORDER UNDER BRITISH MERCHANDISE MARKS ACT

ACTING TRADE COMMISSIONER J. C. MACGILLIVRAY

London, November 15, 1927.—During the recently concluded Parliamentary recess, the Standing Committee appointed under the Merchandise Marks Act of 1926 to inquire into applications requesting compulsory marking has made certain recommendations with regard to imported goods. In accordance with the terms of the Act, a draft of an Order in Council (Order No. 1) was laid before each House of Parliament on November 8. With one exception, the recommendations are for Sales Orders. That is to say, the goods may be imported without the marks but these must be attached before sale or exposure for sale. On the other hand, if it is so desired, the goods may be marked at the time of manufacture or subsequent to importation. In the case of the one exception (rubber tires and tubes), the goods must be marked at the time of importation. For particulars regarding this order see *Commercial Intelligence Journal* No. 1241 (November 12, 1927), pages 675-6.

The order, when acted upon, will make it necessary that the following, if imported, be marked in various specified ways to show the countries of origin before sale or exposure for sale:—

- (a) Gold and silver leaf;
- (b) Woven labels of textile materials;
- (c) Wire netting and woven wire, including chain link fencing;
- (d) Mill bobbins;
- (e) Felt hats and felt hat hoods;
- (f) Barbed wire on reels, wire nails and wire staples, wire in coil or bundles, including strand wire, baling wire cut and looped at one end or both, all of the foregoing when of iron or steel;
- (g) Brass water taps and some other water fittings of brass as specified; cabinet furniture of metal not including locks; furniture castors; brace and belt buckles of metal (detached) cartons to be marked.

The draft order must remain before both Houses of Parliament for twenty parliamentary days, which will make its adoption before the New Year

unlikely. If, during this interval, no addresses have been made against the draft or any part thereof, the order will then be made which, with the exception of the part applicable to imported rubber tires and tubes, will go into effect three months from the date thereof. In the case of tires and tubes, the order becomes law six months after its date.

Particulars regarding the method by which the indication of origin is to be shown on the different articles are given in the order and may be obtained by individual firms interested, on application to the Department of Trade and Commerce.

ASSISTANCE THAT CAN BE GIVEN BY CANADIAN TRADE COMMISSIONERS

Many manufacturers and exporters apparently are not fully advised as to the valuable services that can be rendered by Canadian Trade Commissioners. The attached is therefore issued with a view to rendering the activities of Canadian Trade Commissioners of greater use to manufacturers and exporters generally.

COMMERCIAL INFORMATION

1. Manufacturers and exporters can receive up-to-date information through the *Commercial Intelligence Journal* or by direct correspondence with the Department or any of the Canadian Trade Commissioners as to:—

- (a) The present and prospective demand for their goods.
- (b) Foreign and local competition (with specimens, catalogues and prices).
- (c) Details of best selling methods.
- (d) Reports on foreign buyers, though the Department cannot assume any responsibility in any opinions expressed by Trade Commissioners. They, however, will use their best endeavours to advise exporters as to the standing of such firms.
- (e) Specifications of articles in particular demand.
- (f) Inquiries for goods, and by means of an efficient system for collecting such inquiries the names can be obtained from time to time from the Commercial Intelligence Branch of the Department at Ottawa.

AGENTS, BUYERS, AND DISTRIBUTORS

2. Trade Commissioners will also:—

- (a) Recommend to intending exporters the names of responsible parties in a position to act as agents or buyers and distributors.
- (b) Give every possible assistance to such agents, etc., and will introduce them to influential individuals or associations who may be in a position to buy goods from Canada.
- (c) Give confidential information, when so requested, as to the activities of agents appointed by Canadian exporters, or firms to whom sales have been, or are being, made.

3. Trade Commissioners can assist in advising Canadian exporters and manufacturers:—

- (a) As to the best media in which to place advertisements and the form which such advertisements should take, i.e., their adaptation to the special requirements of the community.

- (b) In the display of catalogues, price lists and samples where they can be seen by potential buyers.
- (c) As to the distribution of trade literature and its probable cost.

GENERAL

- 4. (a) Trade Commissioners will always be glad to receive visitors from Canada and introduce them to possible buyers or agents, or put them in touch with such experts as legal advisers, interpreters, and shipping and banking representatives.
- (b) The good offices of Trade Commissioners can always be invoked with a view to settling difficulties which may arise between the Canadian exporters and buyers abroad.
- (c) Trade Commissioners will at any time provide such information as may be available as to freight rates, customs, port dues, etc., so as to enable Canadian firms to quote prices for delivery overseas. They will be glad also to provide information respecting cost of travel, regulations applicable to commercial travellers, packing and marking of goods, shipping accommodation, storage arrangements, and any other foreign government regulations or conditions which have to be complied with.

FINANCIAL ARRANGEMENTS

5 Particulars can be obtained with regard to:—

- (a) Terms of credit which may be given to foreign buyers.
- (b) Financial houses and banks who will discount bills or give credit.
- (c) Regulations governing the recovery of debts in foreign countries.
- (d) Disposal of goods abroad contracted for but not accepted by foreign buyers.
- (e) Infringement of trade marks or patent rights; and advise on registration.

INFORMATION NECESSARY TO THE TRADE COMMISSIONER

When a Canadian exporter desires the assistance of a Trade Commissioner in marketing his goods abroad, he should in the first letter give that officer the very fullest information in regard to the commodity which he desires to sell as follows:—

- (a) Catalogues and best export prices c.i.f. port of entry, or failing that, f.o.b. Canadian port. It is quite useless to send prices f.o.b. factory.
- (b) Details regarding process of manufacture if convenient.
- (c) If not too bulky, samples of what the firms have to offer should be forwarded—not necessarily a full range—and a draft or money order sufficient to cover the customs duties and landing charges on the samples.
- (d) Bankers' references.
- (c) The proportion of output which is available for export, time required to ship from receipt or order and the quantity for which orders will be accepted.

The Trade Commissioner will thus be in a position to make a survey of his territory, report the opportunities for the lines to be exported, and can then either place the exporter in communication with reliable importers or recommend suitable agents.

(Canada is given the benefit of the British preferential tariff on gloves of textile (some exceptions) and the intermediate tariff on storage batteries accompanying chassis or motor cars. The former intermediate rate was 35% ad valorem. The new intermediate rate presumably is about midway between 35% (British preferential) and 60% (general).)

Chassis duties remain the same as put into effect September 29, when the following changes were made:—

Chassis	Old British Preferential Tariff	Old Inter- mediate Tariff	Old General Tariff	New British Preferential Tariff	New Inter- mediate Tariff	New General Tariff
unassembled						
ad val.	Free	7½%	12½%	Free	12½%	17½%
assembled						
ad val.	5%	12½%	17½%	5%	20%	25%

Canada has the intermediate tariff on chassis.

Deferment of Australian Restriction Affecting Straw Packing

Mr. J. C. Macgillivray, Acting Canadian Trade Commissioner in London, has forwarded to the Department of Trade and Commerce copy of an announcement to the effect that the Australian Quarantine Proclamation which imposed certain restrictions on the use of straw packing on goods imported into Australia would not come into operation until July 1, 1928. (Reference was made to these regulations in *Commercial Intelligence Journal* No. 1236: October 8, 1927, page 509.) In the original proclamation, January 1, 1928, was the proposed date of enforcement.

Proposed Marking of Motor and Cycle Rims Entering Great Britain

An application of the usual nature under the British Merchandise Marks Act, 1926, has been made for an enquiry as to whether imported rims for motor and other kinds of cycles should bear an indication of origin. The matter is to be enquired into by the Standing Committee (General Merchandise) appointed by the Board of Trade.

Signing Invoices Covering Shipments to India

An official notice was recently issued in India, says the British *Board of Trade Journal*, advising importers there that all invoices produced after January 1, 1928, as evidence of the value of imported goods should be signed by the manufacturer or supplier. If unsigned invoices are produced, they may be made the subject of special inquiry, which may result in delay in clearance of the goods. A leaflet explanatory of the invoice requirements of India may be obtained on application to the Department of Trade and Commerce, Ottawa.

Montserrat Customs Forms

The Collector of Customs, Plymouth, Monserrat, B.W.I., advises that: the certificate of value and origin required for shipments going to Montserrat should be attested to in British countries before a collector or other officer of customs. Canadian firms requiring copies of the text form in question may obtain them on application to the Department of Trade and Commerce at Ottawa.

French Tariff on Wheat Increased

The Canadian Government Trade Commissioner's office in Paris cabled on November 25 that the French tariff on wheat had been increased from 25 francs to 35 francs per 100 kilogs (from 27 to 37½ cents per bushel). The minimum tariff and general tariff on wheat are the same.

NOTICE TO CANADIAN IMPORTERS

Canadian Trade Commissioners abroad frequently receive requests from Canadian importers for information on articles which it is proposed to import into Canada, as well as from foreign exporters who desire to introduce their products into the Dominion.

The attention of Canadian importers is drawn to the fact that Canadian Trade Commissioners do not deal with inquiries of this kind, as the work of the Commercial Intelligence Service is limited to the extension of Canadian export trade. In the case of the United Kingdom such inquiries should properly be addressed to any of H.M. Trade Commissioners in Canada, who are located in Montreal, Toronto, Winnipeg, and Vancouver, and in the case of foreign countries, to the Consul General in Canada of the particular country concerned.

FOREIGN EXCHANGE QUOTATIONS FOR THE WEEK ENDING
NOVEMBER 28, 1927

The Foreign Exchange Department of the Bank of Montreal has furnished the following statement of the nominal closing quotations for all the principal exchanges for the week ending November 28, 1927. Those for the week ending November 21, 1927, are also given for the sake of comparison.

Country	Monetary Unit	Parity	Week Ending November 21, 1927	Week Ending November 28, 1927
Britain	£	\$4.86½	\$4.8684	\$4.8702
Belgium	Belga	.1390	.1395	.1394
Czecho-Slovakia	Krone	.....	.0296	.0296
Finland	Mark	.0252	.0252	.0252
France	Fr.	.1930	.0392	.0392
Holland	Florin	.4020	.4034	.4032
Italy	Lire	.1930	.0543	.0543
Spain	Pes.	.1930	.1690	.1676
Portugal	Esc.	1.0805	.0500	.0500
Switzerland	Fr.	.1930	.1925	.1924
Germany	Reichs Mk.	.2382	.2383	.2384
Greece	Dr.	.1930	.0133	.0133
Norway	Kr.	.2680	.2652	.2657
Sweden	Kr.	.2680	.2690	.2691
Denmark	Kr.	.2680	.2676	.2676
Austria	Schilling	.1407	.1412	.1412
Japan	Yen	.4985	.4605	.4574
Siam	Tical	.3709	.4500	.4500
India	Ruppee	.3650	.3643	.3668
United States	\$	1.0000	.9981	.9982
Mexico	\$	.4985	.4810	.4835
Argentine Rep.	Peso (Paper)	.4244	.4278	.4280
Brazil	Mil.	.5462	.1198	.1195
Jamaica	£	4.86½	4.8700	4.8700
British Guiana	\$	} 1.0000	1.00½—1.02½	1.00½—1.02½
Barbados	\$			
Trinidad	\$			
Dominica	\$			
St. Kitts	\$			
Grenada	\$			
St. Vincent	\$			
Tobago	\$	} .6325	.6387	.6387
China	Tael			
Batavia, Java	Guilder			
Peru	Libra			
Singapore, Str. Settlement	\$			

TRADE INQUIRIES FOR CANADIAN PRODUCTS

Since the publication of the last *Commercial Intelligence Journal* there have been received the following inquiries for Canadian products. The names of the firms making these inquiries, with their addresses, can be obtained only by those specially interested in the respective commodities upon application to: "THE COMMERCIAL INTELLIGENCE BRANCH OF THE DEPARTMENT OF TRADE AND COMMERCE, OTTAWA," OR THE BOARDS OF TRADE AT ST. JOHN, HALIFAX, QUEBEC, SHERBROOKE, MONTREAL, TORONTO, WOODSTOCK, ST. MARY'S (ONT.), PORTAGE LA PRAIRIE, ST. BONIFACE (MAN.), WINNIPEG, VANCOUVER, NEW WESTMINSTER, AND PRINCE RUPERT; THE CHAMBERS OF COMMERCE AT BELLEVILLE, PETERBOROUGH, HAMILTON, ST. CATHARINES, STRATFORD, GUELPH, BRANTFORD, LONDON, ST. THOMAS, SARNIA, AND VICTORIA (B.C.); THE CHAMBRE DE COMMERCE, DISTRICT OF MONTREAL; BORDER CHAMBER OF COMMERCE, WINDSOR; THE CANADIAN MANUFACTURERS' ASSOCIATION OFFICES AT TORONTO, MONTREAL, WINNIPEG, EDMONTON, VANCOUVER, AND VICTORIA; AND THE KITCHENER AND WATERLOO MANUFACTURERS' ASSOCIATION, KITCHENER (ONT.).

Foodstuffs

1125. **FOOD PRODUCTS.**—A firm of agents in Gothenburg, Sweden, are desirous of securing first-class connections with Canadian exporters of fresh fruit, packing-house products, dried fruits, canned lobsters, and canned fruits.

1126. **FOOD PRODUCTS.**—A firm of agents in Gothenburg, Sweden, would be interested in representing Canadian exporters of dried apples, canned lobsters, canned salmon, and canned fruits.

1127. **FOOD PRODUCTS.**—A firm of agents in Stockholm, Sweden, are desirous of representing Canadian exporters of flour, packing-house products, fresh apples, dried apples, sugar, canned salmon, canned lobsters, canned fruits, and mild-cured salmon.

1128. **FOOD PRODUCTS.**—A firm of wholesale dealers in Stockholm, Sweden, are interested in getting in touch with Canadian exporters of fresh apples, dried apples, and canned lobsters.

1129. **FOOD PRODUCTS.**—A firm of agents in Stockholm, Sweden, are desirous of getting in touch with Canadian exporters of dried fruits, fresh fruits, canned fruits, packing-house products, and canned lobsters.

1130. **FOOD PRODUCTS.**—A firm of commission agents in Stockholm, Sweden, are looking for good connections in fresh and dried apples, canned fruits, and canned lobsters.

1131. **FOOD PRODUCTS.**—An agent in Stockholm, Sweden, is open to handle Canadian agencies for mild-cured salmon, canned lobsters, and other canned goods.

1132. **FOOD PRODUCTS.**—A broker and wholesaler in Stockholm, Sweden, would be interested in hearing from Canadian exporters of dried fruits and other food products.

1133. **FOOD PRODUCTS.**—A firm of agents in Stockholm, Sweden, are desirous of getting in touch with Canadian exporters of such products as fresh apples, dried apples, canned lobsters, canned fruits, and packing-house products.

1134. **FOOD PRODUCTS.**—A firm of agents in Malmo, Sweden, wish to represent Canadian exporters of flour, dried and fresh apples, canned lobsters, and canned salmon.

1135. **FOOD PRODUCTS.**—An agent in Malmo, Sweden, is interested in being put in touch with Canadian exporters of canned lobsters, rye flour, fresh apples, etc.

1136. **FOOD PRODUCTS.**—A firm of agents in Stockholm, Sweden, wish to be put in touch with first-class Canadian exporters of fresh apples and canned lobsters, and they would also take an interest in flour, dried apples, canned salmon, canned fruits, and mild-cured salmon.

1137. **FOOD PRODUCTS.**—A firm of agents in Gothenburg, Sweden, specializing in food products would be interested to act as representatives for Canadian exporters of fresh apples, dried apples, canned lobsters, canned salmon, canned fruits, and mild-cured salmon.

1138. **FOOD PRODUCTS.**—A firm of agents in Stockholm, Sweden, would be interested in securing the agencies of Canadian exporters of fresh apples, dried apples, packing-house products, grain, flour, canned salmon, and mild-cured salmon.

1139. **FOOD PRODUCTS.**—A firm of agents in Gothenburg, Sweden, would be interested to act as representatives for Canadian exporters of grain, flour, fresh and dried apples, sugar, and syrup.

1140. **FOOD PRODUCTS.**—A firm of agents in Stockholm, Sweden, are desirous of getting in touch with Canadian exporters of grain, fresh apples, dried apple rings, canned fruits, canned salmon, and canned lobsters.

1141. **CANNED GOODS.**—A firm of agents in Stockholm, Sweden, desire to secure Canadian agencies for canned salmon and canned fruits.

1142. **CANNED FISH.**—A firm in Stockholm, Sweden, established in the herring trade, wish to get in touch with Canadian exporters of canned fish, including canned salmon and lobsters.

1143. CANNED LOBSTERS.—An agent in Stockholm, Sweden, is desirous of acting as agent for a Canadian exporter of canned lobsters.

1144. CANNED SARDINES.—A Java import house asks for quotations on canned sardines.

1145. CANNED SALMON.—A commission merchant in Port of Spain, Trinidad, is desirous of obtaining the representation of a salmon canner for the sale of chums, pinks, red tails and shorts. Samples, c.i.f. prices and full information as to supply, etc.

1146. DRIED FRUITS.—A firm of agents in Stockholm, Sweden, desire to secure a Canadian agency for dried fruits.

1147. FRUITS.—An agent in Malmo, Sweden, wishes to represent Canadian exporters of dried and fresh fruits.

1148. FRUITS.—A firm in Stockholm, Sweden, wish to get in touch with Canadian exporters of fresh and canned fruits.

1149. APPLES.—An agent in Stockholm, Sweden, would like to make connections with Canadian exporters of fresh apples.

1150. FRESH APPLES.—A firm of agents in Gothenburg, Sweden, would be interested in securing connections with Canadian exporters of fresh apples.

1151. FRESH APPLES.—A firm of agents in Stockholm, Sweden, are desirous of getting in touch with a Canadian exporter.

1152. FRESH APPLES.—A firm of agents in Gothenburg, Sweden, are looking for a good Canadian firm interested in the export of fresh apples to Sweden.

1153. PACKING-HOUSE PRODUCTS.—A firm of provision agents in Stockholm, Sweden, are desirous of getting in touch with a first-rate Canadian packing house, particularly of pork products.

1154. FLOUR.—A firm of agents in Gothenburg, Sweden, would like to secure the representation of a first-class Canadian exporter of flour.

Miscellaneous

1155. FLAX SEED.—An importer in Mexico City desires to secure supplies of Canadian flax seed. About one hundredweight per week required. Quotations should be made c.i.f. Mexican ports by either rail or steamer, and sample of product should be submitted.

1156. GRAIN.—An agent in Malmo, Sweden, of forty years' experience in the grain trade, is open to represent first-class Canadian grain exporters.

1157. BROOMS.—A commission merchant in Port of Spain, Trinidad, desires to form a connection with a Canadian manufacturer of corn brooms suitable for the West Indian markets. Send samples and c.i.f. prices Port of Spain.

1158. IRON PIPING.—An agent in Stockholm, Sweden, is open to handle the agency of a Canadian exporter.

1159. WOLFRAM ORE AND MOLYBDENUM ORE.—A Swiss firm is in the market for 150 tons wolfram ore and 50 tons molybdenum ore on a c.i.f. Antwerp or Hamburg basis.

PROPOSED SAILINGS FROM CANADIAN PORTS

(The sailing dates are approximate and subject to change without notice)

From St. John

To ANTWERP.—Canadian Ranger, Dec. 7; Canadian Inventor, Dec. 21; Canadian Explorer, Jan. 4—all C.G.M.M.; Bosworth, Dec. 17; Balfour, Dec. 31—both Canadian Pacific.

To AVONMOUTH.—Concordia, Cunard Line, Dec. 22.

To BELFAST, LONDONDERRY, CORK AND DUBLIN.—Lord Downshire, Dec. 15; Fanad Head, Dec. 28—both Head Line.

To GLASGOW.—Athenia, Dec. 10; Concordia, Dec. 22—both Cunard Line; Berwyn, Canadian Pacific, Dec. 31.

To BELFAST.—Montcalm, Canadian Pacific, Dec. 15.

To LIVERPOOL.—Montrose, Dec. 9; Montcalm, Dec. 15; Melita, Dec. 22; Minnedosa, Dec. 30—all Canadian Pacific.

To LONDON.—Bosworth, Dec. 17; Brecon, Dec. 24; Balfour, Dec. 31—all Canadian Pacific; Canadian Inventor, Dec. 21; Canadian Explorer, Jan. 4—both C.G.M.M.

To MANCHESTER.—Canadian Brigade, Dec. 10; a steamer, Dec. 24—both Manchester Liners.

To SOUTHAMPTON.—Montnairn, Canadian Pacific Dec. 14.

To CARDIFF AND SWANSEA.—Canadian Commander, Dec. 14; Canadian Britisher, Dec. 28—both C.G.M.M.
 To COPENHAGEN AND BALTIC PORTS.—Svanhild, Scandinavian-American Line, Dec. 15.
 To HAMBURG.—Hada County, Dec. 10; Porsanger, Dec. 24—both County Lines; Cairndhu, Dec. 15; Cairngowan, Dec. 29—both Thomson Line; Brecon, Canadian Pacific, Dec. 24.
 To HAVRE AND ROTTERDAM.—Grey County, County Line, Dec. 8.
 To ITALIAN PORTS.—Val steamer, Lloyd Mediterraneo Italian Service, Dec. 15.
 To SOUTH AND WEST AFRICAN PORTS.—Calumet, Elder Dempster Line, Dec. 15.
 To BERMUDA, ST. KITTS, ANTIGUA, MONTSERRAT, DOMINICA, ST. LUCIA, BARBADOS, ST. VINCENT, TRINIDAD AND DEMERARA.—Canadian Skirmisher, Dec. 17; Canadian Carrier, Dec. 31—both C.G.M.M.; Invernia, Pickford & Black, Dec. 28.

From Halifax

To ANTWERP.—Canadian Ranger, Dec. 9; Canadian Inventor, Dec. 23—both C.G.M.M.
 To CARDIFF AND SWANSEA.—Canadian Commander, Dec. 16; Canadian Britisher, Dec. 30—both C.G.M.M.
 To PLYMOUTH, HAVRE AND LONDON.—Antonia, Dec. 5; Ascania, Dec. 12—both Cunard Line.
 To GLASGOW.—Athenia, Cunard Line, Dec. 11.
 To LIVERPOOL.—Newfoundland, Dec. 10; Kenmore, Jan. 2—both Furness, Withy.
 To LONDON.—Canadian Ranger, Dec. 9; Canadian Inventor, Dec. 23—both C.G.M.M.; Bay State, Furness, Withy, Dec. 29.
 To ST. JOHN'S, NFLD.—Newfoundland, Dec. 10; Kenmore, Jan. 2—both Furness, Withy; Silvia, Dec. 15, Dec. 27; Nerissa, Dec. 20, Jan. 3—both Red Cross Line; Farnorth, Dec. 17, Dec. 31; Sambro, Dec. 9—both Farquhar SS.; Magna, Newfoundland-Canada Traders, Dec. 14.
 To WEST AND SOUTH COAST NEWFOUNDLAND PORTS.—Skipper, Farquhar SS., Dec. 15.
 To ST. PIERRE-MIQUELON.—Pro Patria, French Mail Service, Dec. 6; Skipper, Farquhar SS., Dec. 15.
 To EAST COAST NEWFOUNDLAND PORTS.—Sambro, Farquhar SS., Dec. 9.
 To BERMUDA, BAHAMAS, JAMAICA AND BRITISH HONDURAS.—Canadian Forester, Dec. 10; Canadian Fisher, Dec. 31—both C.G.M.M.
 To ST. KITTS, ANTIGUA, BARBADOS, TRINIDAD AND DEMERARA.—Canadian Otter (calls at Guadeloupe), Dec. 9; Canadian Runner, Dec. 23—both C.G.M.M.
 To BERMUDA, ST. KITTS, NEVIS, ANTIGUA, MONTSERRAT, DOMINICA, ST. LUCIA, BARBADOS, ST. VINCENT, GRENADA, TRINIDAD AND DEMERARA.—Canadian Volunteer, Dec. 16; Canadian Skirmisher, Dec. 30—both C.G.M.M.; Adolf Brat, Dec. 8; Italia, Dec. 22; Invernia, Jan. 5—all Pickford & Black.
 To NEW ZEALAND PORTS.—Canadian Challenger, C.G.M.M., Dec. 24.
 To AUSTRALIAN PORTS.—Canadian Leader, C.G.M.M., Dec. 24.
 To SANTIAGO (CUBA) AND KINGSTON (JAMAICA).—Andalusia, Dec. 14; Caledonia, Dec. 28—both Pickford & Black.

From Vancouver

To YOKOHAMA, KOBE, NAGASAKI, SHANGHAI, HONG KONG AND MANILA.—Empress of Asia, Dec. 10; Empress of Canada, Dec. 31—both Canadian Pacific.
 To YOKOHAMA, KOBE, MIKE AND HONG KONG.—Protesilaus, Blue Funnel, Dec. 20.
 To YOKOHAMA, KOBE AND DAIREN.—Paris Maru, Osaka Shosen Kaisha, Dec. 19.
 To HONOLULU, SUVA, AUCKLAND AND SYDNEY.—Niagara, Dec. 14; Waiotapu, Dec. 15—both Canadian-Australasian Service.
 To MELBOURNE, SYDNEY AND BRISBANE.—Dewey, American-Australian Orient Line, Dec. 17.
 To AUCKLAND, WELLINGTON, DUNEDIN AND NAPIER.—West Sequana, American-Australia Orient Line, Dec. 15.
 To HAVRE, ANTWERP AND BORDEAUX.—Alaska, Dec. 8; Arkansas, Dec. 19; Indiana, Jan. 3—all Cie. Gle. Transatlantique.
 To MARSEILLES, BARCELONA, GENOA, LEGHORN, NAPLES, VENICE AND TRIESTE.—Carso, Dec. 13; Rialto, Dec. 19—both Navigazione Libera Triestina.
 To MANCHESTER.—Pacific Commerce, Furness (Pacific) Ltd., Dec. 27.
 To LIVERPOOL, SOUTHAMPTON, LONDON AND ROTTERDAM.—Loch Katrine, Dec. 16; Nictheroy, Dec. 31—both North Pacific Coast Line.
 To LONDON, HAMBURG, ROTTERDAM AND ANTWERP.—Radnorshire, Dec. 11; Kinderdyk, Jan. 3—both North Pacific Coast Line.
 To HAMBURG, ANTWERP AND BREMEN.—Isis, Hamburg-American Line, Dec. 17.
 To PORT OF SPAIN, BARBADOS AND GUADELOUPE.—Astoria, Canadian Transport Co., Dec. 8.
 To KINGSTON, JAMAICA.—Canadian Importer, C.G.M.M., Dec. 13.

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Applications for these Acts of Parliament and other publications in this list, together with remittances for the same, should be addressed to the King's Printer, Government Printing Bureau, Ottawa, marked "Attention Chief Clerk of Distribution".

Copper Bars and Rods Bounty Act. Copyright Act.
Electricity and Fluid Exportation Act. Electricity Inspection Act.
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Timber Marking Act. Inspection of Water Meters Act.
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MISCELLANEOUS

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Electrical Standards and their application to Trade and Commerce.
Final Report of the Fuel Controller (1920).
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Monthly Bulletin of Agricultural Statistics
Sixty Years of Canadian Progress (1927). (Price 10 cents.)
Year Book of Canada.
Report of the Dominion Statistician, Annual.
Trade of Canada (Imports and Exports), Annual and Monthly.
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NEW ZEALAND MARKET FOR BOX SHOOKS

ACTING TRADE COMMISSIONER PAUL SYKES

Auckland, November 3, 1927.—The exported products of New Zealand's most important industry—dairying—are shipped in wooden box containers. Butter exports are practically without exception made in wooden boxes of 56 pounds capacity, while cheeses are shipped in wooden crates. Apples, a third important export commodity, are also packed in wooden cases when destined for overseas markets. The present importance of the dairying, as well as of the fruit-growing industry, points to a consistent demand for the box shoos required as packing for these commodities.

A large part of the demand for wooden boxes has naturally been met by the production of New Zealand saw and planing mills. Investigations into the suitability of various New Zealand-grown woods for such purposes and their use by local manufacturers have resulted in stimulating the demand for box shoos produced wholly within the country. A natural condition, this has been to a large extent an outcome of the quality of the raw materials employed, the successful competition of imported shoos having resulted mainly from price consideration.

It may be estimated that the current annual consumption of box shoos in New Zealand amounts in value from £200,000 to £250,000. During the year ended March 31, 1926, butter boxes of a value of £52,850, cheese crates valued at £94,672, and fruit cases worth £39,623, were produced by local mills, largely those, it may be added, in Auckland, Taranaki, and Wellington provincial districts, themselves the principal centres of dairy production. Statistics of imports

for the calendar year 1926 show purchases of butter boxes in knocked-down form of a value of £21,315, and of cheese crates of £11,938. Exports being negligible, the value of consumption for a twelve-month period would thus appear roughly as some £220,000, of which imports make up about 15 per cent.

IMPORT TRADE

The import trade in box shoofs cannot, however, be gauged by statistical data relating to the calendar year 1926 alone. Before that time no accurate record of box shoofs brought into the country, as distinct from other rough or sawn dressed timber, was kept. For that year, however, it has been ascertained that sawn dressed timber for making up into butter boxes imported from abroad amounted to 1,648,572 superficial feet, valued at £21,315. No less than 1,505,172 feet of this total, valued at £19,545, were of Swedish origin; 117,882 feet, representing a value of £1,461, were brought from Canada; while the remaining 25,518 feet, valued at £309, were brought in from the United States and Latvia. Similar imports of lumber for cheese crates aggregated 855,729 superficial feet and £11,938 in the same year, those from Sweden being 367,046 feet (£5,424), those from the United States 290,635 feet (£4,347), those from Canada 190,873 feet (£2,050). Latvian shipments of 7,175 feet, valued at £117, made up the remainder. Sweden thus supplied some 75 per cent of the total imported requirements of these goods during the year, the United States 14 per cent, Canada 10 per cent, and Latvia 1 per cent.

TYPES AND SPECIFICATIONS

The box shoof trade is principally that in butter boxes, cheese crates, and apple cases. Requirements for containers for other commodities are limited to those which can be readily met by domestic production, the export trade in agricultural products being the basis for both the domestic production and the import trade. Exports of butter, New Zealand's leading export commodity, are almost invariably made in wooden boxes of uniform size and containing 56 pounds weight. The inside measurements of the completed boxes are $15\frac{1}{8}$ inches long, $10\frac{1}{4}$ inches wide, and $11\frac{1}{4}$ inches deep. The top and bottom boards are required to be $11\frac{1}{4}$ inches wide by $16\frac{3}{8}$ inches long and $\frac{1}{2}$ inch in thickness. Sides are $11\frac{1}{4}$ inches wide (depth of box) by $16\frac{3}{8}$ inches long and $\frac{1}{2}$ inch thick. The ends are $10\frac{1}{4}$ inches wide, $11\frac{1}{4}$ inches deep, and $\frac{5}{8}$ inch thick. The ends at least are to be dressed on one side to permit the branding of the boxes, while the grain of the wood is required to be horizontal in the made-up box. Cheese crates are made up from two ends each $15\frac{1}{4}$ inches by $15\frac{1}{4}$ inches by $\frac{7}{8}$ inch finished thickness, one centre $15\frac{1}{4}$ inches by $15\frac{1}{4}$ inches by $\frac{7}{8}$ inch unfinished, and twelve battens each $27\frac{1}{2}$ inches by $3\frac{1}{4}$ inches by $\frac{3}{8}$ inch, planed on one side and chamfered. The ends and centres are preferably made from one piece; otherwise they may be in two pieces joined with four corrugated metal fasteners. Apple boxes are made up from two ends each $11\frac{1}{2}$ inches by $10\frac{1}{2}$ inches by $\frac{3}{4}$ inch (a one-piece board dressed on one side), two sides each $19\frac{1}{2}$ inches by $10\frac{1}{2}$ inches by $\frac{5}{16}$ inch (one-piece board, unfinished), top and bottom boards each measuring $19\frac{1}{2}$ inches by 11 inches by $\frac{3}{16}$ inch (either one-piece board or two separate boards each $5\frac{1}{2}$ inches wide) and four cleats each $11\frac{1}{2}$ inches by $\frac{3}{4}$ inch by $\frac{5}{16}$ inch.

Lumber used in the making of butter boxes is preferably white pine and must be of a quality which will have no tainting effect on any contents. High prices have caused extensive use of other woods, chiefly spruce, for these boxes, although the practice has met with some opposition on account of possible injury to quality and flavour. Lumber made up into shoofs should invariably be kiln-dried or of equal quality to ensure freedom from warping. Cheese

crates and apple boxes are both frequently made of spruce, although hemlock is generally acceptable even if its tendency to split militates against its gaining greatly in favour.

SEASONAL DEMAND

Coinciding with the seasons of highest production of the dairy industry and of the fruit growers, the periods during which box shooks are imported are from August to January for dairy products (the export trade becomes heavy from September and October onwards), and in October and the few succeeding months for the apple export trade. Orders for delivery by definite dates are typical of the trade and result from the importance of the export business on which it depends and the necessity of shipments to distant markets by available boats at the earliest opportunities.

METHODS OF SALE

The importation of these goods is carried on largely by agents who secure orders from the dairy factories or orchardists. While it is still not uncommon to find buyers insisting on supplies from a source with which they have already been in contact, the average sale of shooks is one made on a price basis, average quality of wood, specified measurements and definite delivery being stipulated. Under the circumstances, sales by an agent, even without samples (although they are customary) appear the most generally convenient method. Prices quoted to a buyer will as a rule include the agent's commission of a fraction of a cent a box, depending on the size of the order.

PRICES

Current prices of box shooks in the New Zealand market are 25 cents to 27 cents for butter boxes, 40 cents to 44 cents for cheese crates, and 17 cents to 19 cents for apple boxes. The lower prices are c.i.f. Auckland or other main ports, an increase of from 1 to 5 cents being necessary in the quotations for delivery to other and smaller ports. The agent's commission is included, as is also the cost of branding the boxes, although it is customary for the agent or buyer to supply the die required. Quotations furnished in answer to inquiries should be c.i.f. main ports and more particularly Auckland, Wellington, and New Plymouth for butter boxes and cheese crates, and Nelson, Napier, Wellington, Auckland, and Dunedin for apple cases.

FREIGHT RATES

Freight rates now quoted by shipping companies to exporters of box shooks are in the neighbourhood of \$15 a ton weight (2,240 pounds) from Atlantic ports and \$7 a ton measurement from Vancouver or Victoria. Rates quoted by shippers for carriage from Montreal, Halifax, or other eastern Canadian ports are for delivery at Auckland, Wellington, Lyttleton, or Dunedin; slightly increased rates may be set for shipments to other ports. Considerable quantities of shooks now imported from British Columbia are carried by mail steamer for discharge at Auckland, but can also be shipped by cargo boats calling at southern ports as well. The close relation between rates from Atlantic and Pacific ports points to the possibility of increased shipments from the former. The rates quoted on a weight basis, in fact, would permit the carriage of shooks made from light and thoroughly dried woods at comparatively low cost, a factor which may have been overlooked by eastern Canadian mills.

PACKING

It has been customary to ship box shooks to the New Zealand market in bales or bundles, secured by wire strands, containing the number of boards

specified by the purchaser and done up in such a way as to be most conveniently handled and assembled. The light weight and strength of the shooks themselves prevents any great degree of damage in handling, while the low value of the goods obviates the use of more elaborate packing or protection. The use of wire binding, however, is thought to have a warping effect on boards which may not have been thoroughly dried when leaving the mill—a defect to be guarded against whenever possible and one which becomes serious when warped boards are to be assembled into boxes. The use of wooden strips on the top and bottom of parcels of boards bound with wire along the sides might prevent the warping occasioned by the use of wire strands alone.

TARIFF

Box shooks are dutiable under the New Zealand tariff at 7s. 6d. per 100 superficial feet under the tariff item of "sawn dressed timber". The same rate is applicable to imports from all countries.

(Manufacturers of box shooks interested in the New Zealand market should send samples and complete price information to the Canadian Trade Commissioner, P.O. Box 33, Auckland.)

AUSTRALIAN FINANCIAL AND COMMERCIAL CONDITIONS

TRADE COMMISSIONER D. H. ROSS

Melbourne, November 3, 1927.—Contrary to the optimistic harvest and trading outlook of a month ago, caused by a welcome rainfall over a considerable portion of the Commonwealth, October proved a disappointment to wholesale distributors of imported goods and products. Further rains were, and are still, much required for grazing and pasture requirements, though the damage to the wheat areas is, so far as this season is concerned, irreparable.

The only moderate Stock Exchange excitement during the month was the rapid advance in shares in oil companies in Queensland, where prospecting appears to have demonstrated the location of oil-bearing country at Roma, where natural gas in considerable quantities has been in evidence for a long time past. Other movements on the exchange have been depressed, though conversion of loans, and a few industrial stocks, have caused the limited movement in financial circles.

The particularly bright feature on the trading horizon is the highly satisfactory clearances in the recent wool sales in Brisbane, Adelaide, and Melbourne. In Brisbane the record price for this season of $34\frac{1}{4}$ pence ($68\frac{1}{2}$ cents) per pound was paid for an attractive parcel of exceptional quality of wool light in condition. The chief buyers were operating for Russia, Japan, France, Germany, and Yorkshire, and prices generally showed an advance of fully 5 per cent over the previous sales. Growers are hopeful that the demand will continue at least upon the high level of prices ruling during the last fortnight.

Expert advices are that cancellations or orders for agricultural machinery and implements during October have been unprecedentedly large, hence the enforced carry-over of stocks—especially harvesting machines—until the season of 1928 must materially affect importations during the coming year. The principal Australian industries devoted to the manufacture of agricultural machinery have paid off the bulk of their operators, while others are working half-time in an endeavour to retain the services of expert mechanics who have been in constant employment for many years. The outlook for the man on the land as well as for the companies from which he purchases his farming implements has rarely been so depressing. These conditions, however, do not apply

to the whole of the country, for—as there are exceptions to every rule—there are some districts in all the States favoured, and this is the case especially in Western Australia.

The customs revenue for October was £3,601,776 as compared with £3,664,169 for the same month of 1926, thus showing a reduction of £62,393, but the total revenue from this source for the first four months of the fiscal year is given at £14,867,636, or an increase for the period of £322,466. The postal revenue (telegrams, telephones, and stamps) for the four months ended on October 31 aggregated £3,940,915.

While all the big departmental stores are offering their wares in an attractive manner for the spring and early summer trade, and large newspaper advertisements are directing attention to the exceptional opportunities offering, yet retail buying is upon a more conservative basis than at this period in previous years, which indicates that indents for oversea goods in the near future will be considerably curtailed.

AUSTRALIAN WHEAT AND FLOUR

Wheat.—Since last advices, on October 5, little Australian wheat has been exported, on account of the limited quantity of last season's crop being held, and because the prices ruling have been—and remain at this date—well above London parity. The optimistic outlook of a month ago has through cause not been maintained. Then it was generally recognized that the coming harvest was unlikely to be up to normal and a further rainfall was essential to ensure a fair crop. The latter anticipation has unfortunately not been realized, though some areas in South Australia and Victoria have benefited by comparatively light showers, which should materially increase the returns. The State of Western Australia is expected to produce a record crop, of which estimates varying from 30,000,000 to 40,000,000 bushels have been given, but, in any case, this State will be the largest exporter of wheat in the season of 1927-28. The exports from Victoria and New South Wales are certain to prove far below those of normal years.

There has been little variation in quotations during the last few weeks. To-day's prices, on the basis of a bushel of 60 pounds f.o.b. steamer, are as follows:—

West Australia (f.o.b. Fremantle) wheat	5s. 10d.	(\$1.42)
South Australia (f.o.b. Adelaide) wheat	5s. 10½d.	(\$1.43)
Victoria (f.o.b. Melbourne) wheat	5s. 11d.	(\$1.44)

Until the new crop is garnered in December and January, and the result of the harvest can be depended upon, traders do not anticipate much alteration in prices nor that exports will be otherwise than extremely limited.

Flour.—During October the exports of flour continued to be very slow and the market remains without animation. Some orders from the Orient have absorbed fair quantities, but trade with South Africa, Egypt, and the United Kingdom have been almost negligible. There is little prospect of any change until the arrival of the first of the new wheat in December, when milling companies hope to purchase supplies at prices which will enable them, to compete with millers in other countries who are now more fortunately placed.

To-day's quotations for standard quality flour, per ton of 2,000 pounds f.o.b. main Australian ports, are:—

Packed in sacks of 140 to 150 pounds gross	£11 15s.	(\$57.18)
Packed in bags of 98 to 101 pounds gross	£12 0s.	(\$58.40)
Packed in calico bags of 49 pounds gross	£12 10s.	(\$60.83)

Freight Rates.—There has been no material change in freight rates during October and up to this date, but, through lack of other cargo offering, it is considered that—outside the conference lines—some reduction might be obtained by shippers of considerable quantities of wheat and flour.

AUSTRALIAN EGG EXPORT REGULATIONS

C. HARTLETT, OFFICE OF THE TRADE COMMISSIONER

Melbourne, November 3, 1927.—Amended regulations dealing with the export from Australia of egg pulp and eggs in shell have been brought into force by a proclamation issued by the Commonwealth Department of Trade and Customs under date of September 22, 1927.

A summary of the regulations now in force is appended for general information.

SUMMARY OF REGULATIONS

"Clean", in relation to eggs in shell, means free from stain, dirt, or other foreign matter, but does not include eggs which have been washed.

"Fresh", in relation to egg pulp, means that the egg pulp is fit for human consumption and is considered by an officer to be fit for export.

"Fresh", in relation to eggs in shell, means that the eggs after examination by the "candling" process are, in the opinion of an officer, fit for human consumption and are not more than seven days old.

Egg pulp intended for export shall be prepared and packed in accordance with the following provisions:—

The eggs shall be individually examined by the "candling" process under the supervision of an officer, and the examination shall be supplemented by examination during individual breaking. The eggs shall be broken by hand into a cup of a type approved by an officer.

The officer may reject all eggs considered by him to be unfit for pulping.

No egg that is in an unsound or other abnormal condition shall be used.

The preparation of the eggs shall be carried out under sanitary conditions approved by the Comptroller-General.

Egg pulp shall be packed only in clean new containers of a type approved by the Comptroller-General.

The packing of eggs in shell intended for export shall be subject to the following conditions:—

Hen eggs only shall be packed; all other eggs shall be discarded.

The eggs shall be individually examined by the "candling" process under the supervision of an officer and at premises approved of by the Comptroller-General.

Eggs which have been subjected to any preservative process or which have been placed in cold store prior to being submitted for export shall not be packed.

No egg which has a broken or damaged shell, or which is in an unsound or other abnormal condition, shall be packed.

The eggs shall be packed in two sizes, viz:—

(a) Not less than $15\frac{1}{2}$ pounds net weight per each ten dozen eggs, provided that no egg shall weigh less than 2 ounces; and

(b) Not less than 14 pounds net weight per each ten dozen eggs, provided that no egg shall weigh less than $1\frac{1}{4}$ ounces.

The eggs in each box shall be fresh, clean, of uniform size and not mis-shapen.

An officer may reject any eggs considered by him to be unfit for export.

The eggs shall be packed in clean new cases constructed of well-seasoned softwood or hardwood that has been smoothly sawn or dressed in an approved manner, strapped with metal strapping or wire and sufficiently strong, in the opinion of the Collector, to withstand such handling as is ordinarily incidental to transport to destinations beyond the Commonwealth.

Each case shall contain 30 dozen eggs. Each egg shall be packed in a separate division constructed of white odourless wood-pulp board. A pad of wood wool or other odourless substance approved by the Collector shall be placed at the bottom and top of each case and not less than one pad in the centre layer of eggs.

The label or brand shall specify the net weight or quantity of the goods: provided that—

In the case of eggs in shell, the net weight per long hundred (ten dozen) as well as the total net weight of eggs contained in the box shall be specified.

In the case of egg pulp, the trade description shall indicate whether the pulp is that of whole eggs or the white or yolk of eggs.

SILVER FOX INDUSTRY IN GREAT BRITAIN

ACTING TRADE COMMISSIONER J. C. MACGILLIVRAY

London, November 21, 1927.—Although Great Britain is an important market for Canadian silver foxes for breeding purposes, British ranches are now beginning to compete not only at home but on the Continent. Silver fox breeding has made rapid strides during the last few years and is on the way to become a substantial industry. It has a central organization, the Silver Fox Breeders' Association of Great Britain, which was established in 1925 for the purpose of promoting—by encouraging the highest standards of breeding and in other ways—the development and regulation of the raising of pure-bred silver black foxes in Great Britain. There are approximately 400 registered breeding animals on the association's registers, but they are unaware of the number of unregistered pelting animals which there may be in the country.

There are some ten establishments in Great Britain where a large number of foxes are kept to class them as ranches, and of this number, six are situated in Scotland. Here again it is difficult to form an estimation with any degree of accuracy of the number of individual pairs of animals which may be in the possession of ordinary farmers throughout England and Scotland who may be keeping them for more or less experimental purposes. In any case, the total must be considerable.

The Fox Breeders' Association held its first exhibition a year ago, when there were fifty animals shown. The second one has just been concluded—it is now an annual event—and this year there were eighty-six exhibits, with a big improvement in quality over the previous one. The object of the show was to demonstrate that first-class pelts can be raised in this country equal in every way to those obtained from any other part of the world, and that any one desirous of raising silver black foxes can now purchase the highest-class breeding stock in Great Britain.

The exhibits were divided into five colour classes—black, quarter silver, half silver, three-quarters silver, and pale silver; and each colour class was subdivided into classes consisting of adult dogs, adult vixens, pup dogs, and pup vixens; twenty classes in all. Awards were made in each class with a minimum of three entries. In addition, six trophies were competed for, one for the best fox in each colour class, as well as a cup for the best fox in the exhibition irrespective of colour, age, or sex. It is significant that the bulk of the trophies were carried off by the animals from the ranches in Scotland.

The exhibition received considerable publicity through the press and was visited by a large number of people, included among whom were a goodly number of the nationals of the European countries where fox farming is become established. One pair of foxes were sold to Sweden, and if inquiries are any criterion of forthcoming events, the show may be considered to have done a lot to stimulate interest in the industry and to have strengthened its foundations as far as Great Britain is concerned. The prices asked ranged from £150 for a pair of pups up to £160 for a single high-class animal. Some of the foxes exhibited represent the fifth and sixth generation of British-bred animals. Practically all the original stock is, however, Canadian. It is noteworthy also that a good percentage of the personnel have had practical experience on Prince Edward Island fox ranches. The British fox farmers use much the same methods to dispose of their stock as those employed in Canada, such as the "board and lodging" system and the half-litter plan. Brochures and booklets dealing with the industry are freely distributed and open invitations are extended to visit some of the larger ranches during the periods when this is possible.

PRICES AT FALL FUR SALES

At the autumn fur sales of a well-known trading company which were recently concluded, some 1,192 silver fox skins were offered. There was a strong demand, with an increase in the bidding from dealers in both London and Paris, reflecting the vogue for silver foxes which is becoming increasingly apparent in both centres. The whole offering was sold with the exception of ten skins, and prices are reported to have been 10 to 20 per cent higher than those which prevailed at the spring sales. The collection contained both wild and ranch-bred animals, but they were not listed separately. There was too great a proportion of fully silvered skins, and despite the fact that many of these were splendid specimens, they were less sought after than the half-silvered skins. Below is a summary of the prices which ruled:—

No. of Lots	No. of Skins	Prices		Remarks
		Highest	Lowest	
9 dark	46	£ 16	£6 10s.	
12 slightly silvery	50	£ 21	£7 10s.	
30 quarter silvery	92	£ 56	£9 10s.	
125 half silvery	324	£115	£7 0s.	The top price was paid for a single skin. Three lots were withdrawn.
56 three-quarter silvery	169	£ 76	£7 0s.	
39 silvery	121	£ 54	£8 0s.	One lot was withdrawn.
82 sundry	401	£ 33	£2 5s.	Two lots were withdrawn.
5 pieces and tails	21	£ 4 10s.	£1 2s.	Five tails sold for £4 10s. the lot.

RABBIT FARMING

Another industry which has made good strides in Great Britain is the farming of fur-bearing rabbits, which is often done in conjunction with fox farming. There is one large co-operative company whose idea is to interest a maximum number of individuals in the breeding of rabbits, while the marketing organization is unitary. Live rabbits are sold to members, of whom there are more than 2,000, and the company buys back the progeny not required for breeding purposes. In addition, there are a large number of private ranches which produce regularly up to 5,000 rabbits a year.

This breeding of rabbits for fur was begun immediately after the war, but the greater part of its development has taken place in the past three years. During this time, hundreds of newcomers have entered the industry and the example set has been followed in the United States, and to a lesser extent in Canada. In this connection, it is considered that there is a big scope for future development in Canada in view of the large fox-ranching industry there.

Chinchillas and angoras head the list among the varieties of the rabbits bred in Great Britain, with havanas and beverens following at a discreet distance. Chinchilla is made to occupy a prominent place this winter by the leaders of the fashion world in Paris and is being adapted to many purposes. Angora wool finds a ready market at 30s. per pound for first grade and the price is unlikely to decrease, as the demand exceeds the supply by a considerable margin. Up to two or three years ago, spinners had to depend entirely on imports, but home suppliers are now catching up and, thanks to its superior quality, the domestic product commands a much better price.

Angora rabbit wool is used for the manufacture of the finest and softest underwear and for weaving into fine cloth. In addition, new uses are continually being found for it which will, without doubt, increase the demand. The Ministry of Agriculture has taken an interest in the industry, and in conjunction with technical experts it is carrying on experiments in connection with the spinning and weaving of angora wool.

IMPORT TRADE OF THE PORT OF BRISTOL, JANUARY TO SEPTEMBER, 1927

TRADE COMMISSIONER DOUGLAS S. COLE

Bristol, November 18, 1927.—The statistics analysed in this report have been specially prepared by the Port of Bristol authority for this office and include all Canadian imports for the nine months ending September 30 for the years 1926 and 1927 compared with the total from all sources of supply. In addition, similar figures are shown for imports from the United States which are of particular interest in so far as grain, flour, and manufactured goods are concerned.

As will have been noted from recent economic reports published in the *Commercial Intelligence Journal*, the West of England has been passing through a difficult period following the general and coal strikes of 1926 and the full effect of these troubles is only now reacting on the purchasing power of the public and the general trade in the West of England and South Wales. Bristol supplies a considerable portion of the South Wales trade, and the effect of last year's strike in so far as this port is concerned has been to reduce the quantity of Canadian goods passing through. The purchasing power of the West of England has been definitely reduced owing to lower or "passing" of dividends by mining and manufacturing companies.

REGISTER TONNAGE OF VESSELS

The number of vessels entering the port for the nine months ending September, 1927, was 770 compared with 797 for the same period of 1926. The register tonnage of these vessels was 1,571,224 in 1927 as compared with 1,581,148 in 1926.

The Canadian portion of this trade in 1927 was 40 vessels with a register tonnage of 127,472, compared with 47 vessels in 1926 with a corresponding tonnage of 163,202 tons. From this it will be seen that the tonnage using Bristol as port of entry remains practically stationary, with a slight decrease in the Canadian trade, which may be accounted for by the elimination of the Canadian Government Merchant Marine Vancouver-Avonmouth service.

GRAIN TRADE

For the two calendar years 1925 and 1926 Canada succeeded in establishing herself as the chief grain exporter to the port of Bristol. The total grain receipts were just over 1,000,000 tons in 1925, 11 per cent of the total grain imports of the United Kingdom. Bristol is but one port in the Bristol Channel, as the South Wales ports under the control of the Great Western Railway also receive considerable quantities. The United States and the Argentine are heavy shippers to this port, and certain quantities of wheat come in from India, Australia, and Russia.

WHEAT IMPORTS

During calendar year 1926 the imports of wheat from Canada were over 237,000 tons, and the total from all sources 402,748 tons. As will be noted from the following table, wheat shipments from Canada for the January to September period have dropped approximately 33,000 tons compared with the

similar period for last year, although the total trade of the port has increased from 314,260 tons to 347,787 tons in 1927. The figures are as follows:—

	Jan.-Sept., 1926 Tons	Jan.-Sept., 1927 Tons
Canadian	163,709	129,959
American	64,528	66,364
All sources	314,260	347,787

At time of writing offerings of grain from Canada and the United States have been very heavy and the price of wheat has been showing a gradual decline; this condition prevails despite the fact that there has been a constant and steady demand. One reason advanced for the lower price is the size of the Canadian and United States crops.

The usual routing of grain in this heavily controlled trade is through the importing broker to the wholesale grain merchant and thence to the English miller. The trouble in the grain trade today is, however, that the large port millers are in a position to buy direct from grain exporters in various countries of the world. It is natural therefore that the traders view with some apprehension the opening of a London office by the Canadian Wheat Pool.

HEAVY BARLEY TRADE

Over 27 per cent of the total imports of barley into the United Kingdom entered through the Port of Bristol in 1926, and this port has maintained her position as the chief distributing centre in the country for this class of grain. Imports from Canada for this year may be considered as normal. There is a slight increase of 2,000 tons from the United States, as well as increased shipments from Southern Europe. Statistics are as follows:—

	Jan.-Sept., 1926 Tons	Jan.-Sept., 1927 Tons
Canadian	11,532	11,551
American	20,772	22,842
All sources	105,836	115,827

An investigation is being made in the United Kingdom at the present time through the Department of Agriculture and the Canadian Trade Commissioner's office in London to ascertain if Canadian barley can take the place of the heavy shipments of imported malting barley now being brought into the country and which last year amounted to over four and a half million pounds.* The Canadian barley at present being shipped to this area is used for feeding purposes, although in other sections of the country certain quantities are used for the manufacture of malt for distillation into whisky; it is not used in connection with the manufacture of beer. It is hoped that the present investigation will result in inducing Canadian farmers to produce a crop of barley satisfactory for the brewing trade, and if this proves successful a large increase should be seen in Canadian barley exports to the United Kingdom.

OATS	Jan.-Sept., 1926 Tons	Jan.-Sept., 1927 Tons
Canadian	16,768	8,640
American	2,995	1,444
All sources	23,215	16,289

The trade in oats is of comparatively little importance: there has been a decrease of 50 per cent in the shipments from Canada. The months of October, November, and December will form the deciding period, but on present prices traders are not inclined to consider that there will be any increase in the proportion of Canadian trade with this port.

* See report in *Commercial Intelligence Journal* No. 1243 (November 26, 1926).

FLOUR AND MEAL TRADE

Statistics for wheat meal and flour entering the port are as follows:—

	Jan.-Sept., 1926 Tons	Jan.-Sept., 1927 Tons
Canadian.. . . .	7,112	7,886
American.. . . .	4,955	5,205
All sources	13,320	14,988

There has been a definite increase both in the Canadian proportion of the trade as well as the total trade of the port, in so far as wheat flour is concerned. This applies equally to United States business.

PROVISION TRADE

Butter and Cheese.—In *Commercial Intelligence Journal* No. 1235 (October 1, 1927), a report on the West of England butter and cheese trade was published. There have been no imports of Canadian butter this year, but the Canadian cheese trade has held fairly constant. The figures are:—

	Jan.-Sept., 1926 Tons	Jan.-Sept., 1927 Tons
<i>Butter</i> —		
Canadian.. . . .	499	...
American .. . . .	...	34
All sources	1,795	2,482
<i>Cheese</i> —		
Canadian	3,408	3,346
American	458	133
All sources	7,840	6,680

Bacon and Hams.—A report on the West of England bacon and ham trade was published in *Commercial Intelligence Journal* No. 1241 (November 12, 1927), to which reference is made. This report dealt with the increasing trade in England in Continental bacon, particularly from Russia, Poland, Latvia, and Esthonia. Since the date of that report there has been another heavy drop in market prices, and importers of American and Canadian supplies are still further discouraged.

The heavy reductions that have taken place in prices are not reflected properly in the retail trade. It is one of the grievances of the English consumer that there should be so great a spread in price as between the importer's and the retailer's prices; and the retailer is regarded as the worst offender. Statistics are as follows:—

	Jan.-Sept., 1926 Tons	Jan.-Sept., 1927 Tons
<i>Bacon</i> —		
Canadian	1,643	891
American	1,457	479
All sources	3,688	2,101

Canadian trade, it will be noted, has been cut by 50 per cent during the last year; that from the United States by about 70 per cent. A further reduction is probable during the balance of the year.

A representative of the Ministry of Agriculture stated recently that the bacon consumed in Great Britain was valued at £95,000,000 per annum, of which sum £26,000,000 went to the home producer. The Danish breeder has put on the market a bacon which exactly meets the requirements of the English consumer and—what was just as important—the trade was organized and had standardized its marketing in a manner which had no counterpart among English producers.

OTHER IMPORTS

Other imports under general headings are as follows:—

	Jan.-Sept., 1926			Jan.-Sept., 1927		
	Canadian Tons	United States Tons	All Sources Tons	Canadian Tons	United States Tons	All Sources Tons
Tobacco	100	13,109	13,209	58	13,967	14,038
Wood goods and timber . . .	5,529	13,531	91,531	9,348	15,239	99,807
Coal	345	112,803	179,551	...	25,546	46,968
Fish (canned)	60	...	724	37	...	317
Fruit—						
Apples	88	274	652	434	311	800
Canned	24	2,190	2,406	13	2,857	3,023
Hay . . . . .	...	...	...	765	...	765
Metals—						
Iron	390	5,731	19,320	323	5,544	22,846
Lead	275	347	3,778	...	701	4,391
Spelter . . . . .	...	1,993	6,014	650	6,476	13,317
Paper	1,452	490	37,590	706	174	28,355
Sugar	4,275	2,611	34,887	5,305	11,675	34,792

TOBACCO

Increasing attention both in Canada and the United Kingdom is being given to Canadian-grown tobacco.

In the past five years the sale of Canadian leaf to the United Kingdom has grown from 100,000 pounds in 1921 to 6,300,000 pounds in fiscal year 1927. The great bulk of the tobacco imported into England is of United States origin. The 14,000 odd tons imported into Bristol for the nine months ending September 30 were almost all from the United States. These are direct shipments, of course, whilst supplies of Canadian tobacco are coming through Liverpool and London, where they are warehoused and sold ex-bond. This is the explanation of the insignificant quantities imported direct into Bristol. The headquarters of the largest tobacco combine in the United Kingdom is located in Bristol, and that of many of its subsidiaries in the immediate vicinity.

TIMBER AND MANUFACTURES OF WOOD

This is too general a classification to be of value for purposes of analysis, as it includes timber as well as manufactured woodenware such as broom handles, etc.

The building trades have been responsible for increased imports of timber during the past two years, but construction is gradually slowing up. The result of the increased building has been reflected in the lower values paid for older property. Large quantities of Douglas fir for railway sleepers were imported in 1926, and this trade is one which it is believed will increase in the future.

Included under woodenware are shipments of box shooks from British Columbia, doors from the United States, Canadian fibreboard, clothes pegs from both the United States and Canada, and even rough turned last blocks for the Leicester and Northampton trade. The great majority of these blocks are from the United States. The Bristol office is desirous of getting in touch with a firm in Canada who can supply well-turned blocks, properly kiln-dried. In spite of the fact that the proper maple is grown in Canada only two Canadian firms appear to be in a position to ship a block which will prove satisfactory to importers.

SUGAR

Importers of Canadian refined sugar are increasing in the West of England. Some three years ago one of the largest West of England importers was induced to go to Canada during a trip to the United States, and connections were then made which have resulted in a steady trade direct with this port. Canadian exports to this port have increased about half a million dollars a year in this one commodity alone.

PROPOSED APPLICATION OF THE MERCHANDISE MARKS ACT TO LAWN MOWERS IMPORTED INTO THE UNITED KINGDOM

ACTING TRADE COMMISSIONER J. C. MACGILLIVRAY

London, November 21, 1927.—The Standing Committee operating under the Merchandise Marks Act have recommended that there is a case for the making of an order in council requiring that imported mowing machines of the rotary blade type should bear an indication of origin at the time of sale or exposure for sale in the United Kingdom.

Although mowing machines are frequently sold bearing a trade name which under section 1 of the Merchandise Marks Act of 1926 is required to be qualified with an indication of origin, there is a considerable sale in this country of unmarked machines of Continental manufacture. The present recommendation is aimed at making the marking of these compulsory.

The different types of mowing machines considered were side-wheel machines, roller machines, and power machines, although the first-named comprise the bulk of the imports. The recommendations were as follows:—

(a) *Side-wheel Machines.*—The indication of origin shall be given on the outside of each driving wheel and on the front of the wooden handle. The lettering on the driving wheels shall not be less than $\frac{3}{8}$ -inch high (measured at the base in the case of cast letters, i.e. equivalent to approximately $\frac{5}{8}$ -inch on the face). The lettering on the handle shall be not less than $\frac{3}{8}$ -inch high.

(b) *All Other Machines.*—The indication of origin shall be given conspicuously and in cases where the machine bears a name or trade mark the indication of origin shall be of the same general character as, and in close proximity to, that name or trade mark.

The indication of origin shall, at the option of the person by whom it is applied, be cast, stencilled or otherwise painted in a distinctive colour, or stamped or printed.

We consider that the order in council should come into force three months after it is made, but that it should contain a provision allowing side-wheel machines to be sold or exposed for sale until the 31st December, 1928, provided that an indication of origin is given on the front of the wooden handle in letters not less than $\frac{3}{8}$ -inch high.

IRISH FREE STATE BEET SUGAR INDUSTRY

TRADE COMMISSIONER F. W. FRASER

Dublin, November 18, 1927.—Reference has been previously made to the establishment of the beet sugar industry in the Irish Free State under Government subsidy (see Nos. 1202 and 1203, February 12 and 19, 1927). Production was started in the Carlow factory on November 15, 1926, and the results of the first year's operations have just been published in the current issue of the *Irish Trade Journal*. The area sown under contract for the season 1926-27 was 9,423 statute acres. The total yield was 85,588 tons, and the amount received by the growers from the company was £255,000.

Under the terms of the contract, the Irish farmer is guaranteed a price of 54s. per ton for beet having a sugar content of 15½ per cent. If the beet has a higher sugar content, the price is increased by 2s. 6d. per ton for each additional 1 per cent of sugar content. The average during the past season was 17.3 per cent, an exceptionally high figure, exceeded only by Czechoslovakia.

The output of the Carlow factory during the first year was (in tons): sugar, 12,000; wet pulp, 1,000; dried pulp, 3,000; sugar pulp, 2,500; treacle, 3,500.

Some 15,000 acres have been contracted for during the present season with nearly 6,500 farmers. This is expected to yield 125,000 tons of beet, which should produce about 18,000 tons of sugar based on the same sugar content as last year. The average importation of refined sugar during the past three years was 85,250 tons. A great decline in imports is noted, however, this year, the figures for the first nine months being only 56,520 tons against 67,750 tons for the corresponding 1926 period.

AGRICULTURAL CONDITIONS AND PRICES IN NORTHERN IRELAND

MISS C. J. McNICOL, OFFICE OF THE TRADE COMMISSIONER

Glasgow, November 19, 1927.—Both the yield and quality of the flax crop will be fairly good on the whole. Increasing supplies are reaching the markets, and prices are averaging about 15s. 9d. per stone.

There are ample supplies of hay of both this year's and last year's crop, but the demand is only fair. The quality of the 1927 crop is reported to be quite good on the whole. The prices for this season's crop have been as follows: seeded, 68s. 2d. per ton; unseeded, 71s. 11d. per ton; meadow, 54s. 3d. per ton.

The markets for agricultural produce for the three months ended September 30 were rather depressed, and with a few exceptions prices were lower than a year ago.

The average price of oats for the quarter was 1s. 6½d. per cwt. above that obtained in 1926, and the market for this year's crop, which opened about the middle of September, was around 1s. per cwt. above the opening price in 1926. There was comparatively little change in the prices of hay and grass seed except in the case of perennial, which fell about 5s. per cwt. from the high level reached in the summer of 1926.

The price of this season's flax, which is now coming on the market in increasing quantities, is about exactly double the price a year ago.

FOREIGN TRADE OF THE GOLD COAST COLONY

The Gold Coast Government Commercial Intelligence Bureau in London reports that imports into Gold Coast Colony during October were valued at £1,099,462 as compared with £834,823 in October, 1926, thus showing an increase of £264,639. The value of imports for the ten months January-October, 1927, was £8,555,655 as against £6,313,814 in the corresponding period of last year, an increase of £2,237,741. Exports from the Colony in October were valued at £732,061 as compared with £725,970 in October, 1926, an increase of £6,091. The total value of exports during the first ten months of the year was £10,331,235 as against £7,769,979 in January-October, 1926, making an increase of £2,561,256.

MR. JAMES A. LANGLEY'S ITINERARY IN THE MARITIME PROVINCES

Mr. James A. Langley, Canadian Trade Commissioner in Kobe, Japan, is now undertaking a tour of the Dominion in the interests of Canadian trade with that country. The following is his itinerary in the Maritime Provinces:—

Charlottetown	December 12	St. Stephen	December 16
Sackville	December 13	Woodstock	December 17
Moncton	December 14	Fredericton	December 19 and 20
St. John	December 15	Bathurst	December 21

Mr. Langley's itinerary in the other parts of Canada will be announced later. Firms in the Maritime Provinces who desire to be brought in touch with Mr. Langley or to interview him are requested to communicate with the secretary of the Board of Trade or Chamber of Commerce in the cities or towns included in the above itinerary and in other parts of the Dominion, with the Department of Trade and Commerce, Ottawa.

TRADE CONDITIONS IN NEWFOUNDLAND**J. A. STRONG, JUNIOR TRADE COMMISSIONER****II**

The imports into Newfoundland by principal countries for the period 1921-22 to 1925-26 were as follows:—

	1921-22	1922-23	1923-24	1924-25	1925-26
Canada	\$ 9,077,168	\$ 8,251,715	\$11,569,434	\$13,759,788	\$11,826,406
United States	6,127,958	7,001,069	8,589,290	9,976,292	8,861,819
United Kingdom	2,036,218	3,130,605	6,250,360	11,357,585	5,785,093
Other countries	968,509	938,435	1,268,098	1,311,009	1,089,895
Total	\$18,209,853	\$19,321,824	\$27,677,182	\$36,404,674	\$27,563,213

The extraordinary increase in imports from the United Kingdom in fiscal year 1924-25 was due to larger purchases for construction of paper mill at Cornerbrook. The mill was built and financed by British capital.

PERCENTAGE OF TOTAL IMPORTS SUPPLIED BY LEADING COUNTRIES 1921-22 TO 1925-26

	1921-22 Per Cent	1922-23 Per Cent	1923-24 Per Cent	1924-25 Per Cent	1925-26 Per Cent
Canada	50.1	42.6	41.9	37.7	42.9
United States	33.6	36.2	31.0	27.3	32.1
United Kingdom	11.1	16.3	22.9	31.1	20.9
Other countries	5	4.9	4.2	3.9	4.1

The principal articles of import into Newfoundland for the years 1923-24, 1924-25, and 1925-26, with values, were as follows:—

	1923-24	1924-25	1925-26
Beef (salted)	\$ 648,087	\$ 541,806	\$ 816,034
Butter	239,467	257,268	305,420
Coal	2,131,790	1,945,812	1,779,476
Flour	2,568,131	2,751,357	2,922,496
Cottons, woollens, silk, linens and apparel	2,713,636	3,763,372	3,069,768
Leather and leatherware	584,318	623,554	492,901
Hardware (iron, railway materials)	909,653	936,517	1,461,283
Molasses	701,876	343,998	236,372
Pork	553,637	626,134	742,849
Salt	122,580	174,329	191,036
Sugar	848,699	694,461	514,996
Tea	513,675	566,035	450,318
Tobacco	311,291	302,597	313,641
Wines and spirits	152,832	123,761	175,627

Exports from Newfoundland for the year ending June 30, 1926, were as follows:—

Products of fisheries	\$14,548,829
Products of agriculture	15,442
Products of forest	535,370
Products of mines	1,937,695
Manufactured goods	8,590,143
Game	152
Spirits and wines	1,002,850
Wines	7,285
Scrap metal	140,775
Junk	6,430
Specie	2,200
Coal	1,000
Miscellaneous	775,042

Total \$27,563,213

NOTES ON THE IMPORTS

Flour.—Canada has a virtual monopoly of the flour trade with Newfoundland. Of total imports in 1926 valued at \$2,922,496, Canada supplied \$2,667,919, and the United States \$254,388. The United States exports of this product are confined to a single brand which is milled in Buffalo from Canadian wheat and has a limited sale during July and August due to a slightly lower price than that ruling for Canadian flour. For the remainder of the year all purchases are made from Canada. Several importers complained about delays in shipments, with consequent increased charges.

Oatmeal and Rolled Oats.—Imports of these products in 1926 were valued at \$35,634, the United States supplying \$26,248 and Canada \$8,386. The Canadian product is superior in quality, but the price is considerably higher. In view of the fact that Canada furnishes the total requirements of oats in bulk amounting to \$371,473, there should be a possibility of increasing the share in the rolled oat trade.

Cornmeal.—Canada contributed to the value of \$42,698 of a total import of \$78,839 in 1926, the United States supplying \$16,751, and the United Kingdom \$19,361.

Meats.—The United States supplies the bulk of the salted beef imported, contributing in 1926 to the value of \$659,676 out of a total import of \$816,030. Canada's share amounted to \$64,544. Similarly, in imports of pork the United States supplied \$538,815, total imports amounting to \$630,160. The canned meat trade is divided between the United Kingdom and Uruguay, and the United States and Canada share the trade in hams and bacon.

The bulk of the imports of live cattle come from Canada. The total imports last year were valued at \$179,976. With regard to the beef trade, it was stated by several importers that large quantities of Argentine beef were being brought in this year, purchased through Swifts in London, and that the quality was equal to any other offered, with prices slightly lower. Serious competition is expected from that quarter in the future.

Biscuits.—There are two factories in St. John's manufacturing biscuits and hard bread with an annual production valued at \$522,000. Imports last year were valued at \$27,006. Canadian biscuits appear to be too high in price for this market.

Butter and Cheese.—Oleomargarine or butterine has a wide sale in the colony, five factories with a total production last year valued at \$1,334,778 being engaged in its manufacture. Imports of butter (used chiefly in the manufacture of butterine) were valued at \$263,839; Canada is credited with \$200,849. New Zealand butter is finding increasing favour because of its lower moisture content and commands a premium of 5 cents per pound in the local market. Serious competition may be expected from that quarter in the future, as importers state that the New Zealand product is consistently good as regards quality, due mainly to the fact that large orders can be filled from a single creamery; the quality of Canadian butter, on the other hand, is said to vary greatly. The same is true as regards cheese. While Canada now supplies the bulk of the requirements, various distributors in St. John's stated that the 1927 returns would show a large increase in imports from New Zealand.

Coffee.—Canada obtains a fair share of the trade in coffee, supplying in 1926 to the value of \$7,604 out of a total import of \$24,039. The remainder comes from the United States. Importers stated that in many instances there is a difference of as much as 4 cents per pound in the same brand between Montreal and Boston prices, in favour of the latter.

Apples.—Imports of fresh apples in 1926 amounted to \$117,808: Canada, \$79,823; the United States, \$37,961. Canadian apples are favoured, and in season exclude the United States product. The Dominion supplies the bulk of the requirements in dried apples.

Canned Milk.—St. John's obtains its supply of milk from local sources, but the outports are almost entirely dependent on canned milk and cream. The value in 1926 was \$164,282: United States, \$77,316; and Canada, \$28,839. Borden and Carnation brands are favourably known, while the Pet brand is a competing product from the United States.

Sugar.—Imports, \$498,268 as against \$552,926 in 1925. In 1925 the United States contributed \$411,851 and Canada \$134,880; in 1926 the shares were \$233,871 and \$263,481 respectively. It was the opinion of importers that Canada's share in 1927 would be even greater than in 1926. Price is the ruling factor, and in recent years Canadian prices have been consistently below those of United States firms.

Confectionery.—One Canadian firm of chocolate manufacturers obtain the largest share of the trade. Imports in 1926 were valued at \$286,747: Canada, \$140,412; United States, \$102,873; and the United Kingdom, \$43,322, the share of the last named being mainly in prepared chocolate.

Hay.—Imports, \$95,532: Canada, \$91,876.

Hardware.—Canada is obtaining an increasingly large share of the hardware trade. Where formerly United Kingdom products were preferred, the business is now being divided with Canada and the United States.

Under the item, axes, adzes, saws, hammers and tools of all kinds, total imports in 1926 were valued at \$93,979: Canada, \$35,557; United States, \$38,256; the United Kingdom, \$17,327. Canadian adzes are used exclusively. In cutlery Canada supplied last year to the value of \$11,729; United Kingdom, \$23,318; and the United States, \$14,821. In skates, safes and doors, Canada's share was \$11,851 of a total import of \$19,972. The closest competitor was the United States with \$7,406. The trade in lamps, lanterns, gas and oil stoves was divided between Canada (\$10,483) and the United States (\$19,379).

In builders' hinges, locks, screws, etc., valued at \$76,766, Canada is credited with \$13,884, the United States with \$38,208 and the United Kingdom with \$24,044.

Electric Goods.—The largest share of the requirements in these lines goes to United States firms. Canada obtains a fair share of the business in electric motors and electric lamps, also in telephone and telegraph equipment, but in electric batteries the United States practically controls the market. Canadian batteries were used to some extent during and after the war, but that business has now been lost. While Canadian-made cartridges now enjoy a limited sale, the bulk of the trade goes to the United States.

Apparel.—United States firms have gradually supplanted English manufacturers in both men's and ladies' ready-made garments, chiefly on style; the quality is in most cases inferior. In children's clothing, where style is not so important a factor, the English firms still predominate. Canadian goods in this line are too high in price to permit competition. The trade in men's shirts, caps, collars, hats, etc., which went formerly almost entirely to the United States, is rapidly shifting to Canada.

Caps and hats of Canadian make are displayed almost exclusively in the larger stores; this business has been largely the result of a visit paid by the representative of a Canadian firm some two years ago. Practically the total requirements in underwear are secured in Canada, and this is true also of wool knitted goods.

Of total imports of apparel last year amounting to \$888,007, Canada is credited with \$208,810; the United Kingdom, \$561,526; and the United States \$116,447. There are local factories engaged in the production of clothing, with an annual production amounting to three-quarters of a million dollars.

Boots and Shoes.—There are five local factories engaged in the production of leather boots and shoes, with a daily capacity of 850 pairs. Despite this large production, imports last year were valued at \$288,739, of which the United States is credited with \$231,853, the balance being divided between Canada and the United Kingdom. Canadian prices are altogether out of line and sales are made on a quality-and-style basis.

The imports of India-rubber boots and shoes in 1926 amounted to \$201,114, of which Canada furnished \$150,533; but of total imports of long rubber boots amounting to \$209,939, the United States is credited with \$142,098, and Canada with \$65,431. It was the opinion of importers that the Dominion's share in 1927 would be considerably greater.

Imports of sole leather in 1926 amounted to \$116,172: Canada \$32,208; the United States, \$80,214; and the United Kingdom, \$5,750.

Paints and Varnishes.—There are local factories engaged in the manufacture of paints and varnishes, and the local product is considered the best at the price. Despite this low price, imported paints sold last year to the value of \$192,955, of which Canada supplied \$82,334; the United States, \$62,185; and United Kingdom, \$48,360.

Soap.—Common or laundry soap is imported almost entirely from the United Kingdom, which is credited last year with \$130,559 out of the total of \$159,893. Canada obtains the largest share of the trade in toilet soaps, supplying \$10,872 of a total import of \$27,900, the balance being divided between the United States and the United Kingdom.

Other Items.—Other important items imported last year with their values were as follows:

Beans, \$65,599; rice, \$20,940; rolled oats, \$35,634; Indian cornmeal, \$78,839; oilcake, \$148,317; cattle (live), \$179,976; fresh meat, \$234,169; poultry, \$64,340; sausages, \$45,591; fruit (canned), \$66,146; oils (for butterine), \$274,862; pickles, \$35,966; salt, \$191,036; spices, \$20,360; molasses, \$242,872; potatoes, \$73,148; tobaccos, \$142,778; kerosene, \$125,796; gasoline, \$274,675; linseed oils, \$62,700; felt for pulp and paper machines, \$271,715; tar, \$36,116; nails, \$40,316; stoves, \$44,049; mining equipment, \$148,871; furniture, \$138,012 (Canada, \$105,199); cotton goods, \$1,187,869; printing and wrapping paper, \$151,145; tarred and sheathing paper, \$85,546; automobiles and tires, \$200,189; and cement, \$34,751.

COMMERCIAL NOTES FROM TRINIDAD

ACTING TRADE COMMISSIONER R. T. YOUNG

Port of Spain, November 14, 1927.—During the month of October commercial conditions throughout the Colony did not show much change from the previous month. Business was dull, but now that the cool season is approaching it is felt that conditions will show an improvement.

Throughout October stocks of flour, particularly baker's grades, were heavy and prices accordingly weak. The position of extras and supers, however, was better as stocks were light and prices slightly firmer though still below foreign quotations. Baker's per bag was quoted at \$7.50 to \$7.75; extras, \$7 to \$7.25; and supers, \$6.50 to \$6.75.

Pickled beef and pork supplies were scarce and c.i.f. prices firm with an upward tendency. As was predicted in the previous month's report, the local demand improved considerably. Family beef was quoted at from \$23 to \$25, and pork at from \$30 to \$32 per barrel (200 pounds).

At the present time butter stocks are very heavy. The French Government export tax has not been re-imposed, with the result that prices from centres of supply are much easier and the market has reacted in sympathy. French butter during October fetched from \$31 to \$32 per case.

Supplies of fish-stuffs, particularly extra large and large Nova Scotian cod, have been very scarce, and prices for these grades have improved to \$42 per extra large drum. The firm prices now being quoted from centres of supply have had a strengthening effect on the market. Consignments of good quality fish should show good returns and are strongly recommended.

Lumber prices have not shown any change, and there is at the present time little activity in the lumber market.

The potato market remains quiet with prices unchanged. Arrivals of Dutch and Canadian have been in fair quantities. Prices quoted varied from \$3 to \$3.25 per 100 pounds. Onion stocks are light and prices continue firm under the influence of a good demand. Ruling quotations during October were from \$4.25 to \$5 per 100 pounds, with supplies scarce.

As regards local produce, the sugar cane cultivation continues promising under favourable weather conditions. Recently a few small lots of sugar were shipped to the United Kingdom, and stocks in dealers' hands are ample for requirements until the new crop commences about February next.

The cocoa market during the month of October remained in a dull state with little demand from any direction. Exports totalled 10,483 bags, of which 4,318 bags went to the United States and 3,555 bags to Canada, as compared with shipments of 9,899 bags during the same month last year.

As regards the crop, whilst supplies are now coming forward and are likely to continue on a gradually increasing scale to the end of the year, owing to a general change of leaf throughout the island most of the younger fruit on the trees has been lost with the result that pickings in the early part of the new year are expected to be quite insignificant. Until about March no heavy receipts are to be expected.

Copra has been a very firm market, and local value to-day is \$4.95 per 100 pounds with shipments going forward regularly to the United Kingdom and the Continent. Cocoanuts, as is customary at this time of the year, have been demanding more attention and shipments against contracts in the United States have been quite substantial, whilst the United Kingdom has likewise come in for a similar share.

Transshipments of Venezuelan produce, particularly cocoa, during the month were negligible. Exports (transshipments) were only 1,472 bags, of which 716 bags went to the United States and 200 bags to Canada.

PETROLEUM AND ASPHALT INDUSTRIES OF TRINIDAD

ACTING TRADE COMMISSIONER R. T. YOUNG

Port of Spain, November 15, 1927.—The principal mineral resources of Trinidad are petroleum and asphalt, found in the southern section of the island approximately 45 miles from Port of Spain.

In the year 1856 a company operating at La Brea in the vicinity of the celebrated Pitch Lake refined local asphalt for lamp and lubricating oils. The first oil well was drilled at Aripere in 1867, and from that year to 1908 attempts followed with varying success. It was in 1908 that the New Trinidad Lake Asphalt Company drilled one of the first big wells, and in 1910 the same company exported the first oil cargo. The total production of petroleum at that time was approximately 6,000 gallons; in 1912, 15,300,000 gallons; and in 1926, 174,001,487 gallons—an increase of 20,473,742 gallons over the preceding year.

Practically all the petroleum produced in Trinidad has been obtained from strata of Tertiary age. The island is separated into two geological provinces by an east-to-west fault passing near Matura in the east to Port of Spain in the west. The numerous local folds in the geological structure of the island are important in the concentration of petroleum, and it is upon this area that the majority of producing fields are situated. The average specific gravity of crude oil from different fields varies from 0.9553 to 0.8015.

PRODUCING COMPANIES

At the end of 1926 there were actively engaged in the exploitation of oil in the colony seventeen companies, with a total share capital of £14,000,000, held over 200,000 acres of Crown lands under licenses and leases of which approximately 150,000 acres are held under mining leases. In addition, appreciable areas of private lands are held for exploitation. Up to 1902 oil rights were not reserved by the Government when disposing of Crown land, but since that year all Crown grants reserve the oil rights to the Crown.

The principal oil companies at present operating are: Trinidad Leaseholds Limited; United British Oilfields of Trinidad Limited; Trinidad Lake Petroleum Company Limited; Petroleum Development Company Limited; Apex (Trinidad) Oilfields Limited; Trinidad Central Oilfields Limited; Kern (Trinidad) Oilfields Limited; Trinidad Oilfields Operating Company Limited. This last company, which is registered in Trinidad, is controlled by a United States syndicate.

RECENT DEVELOPMENTS

During 1926 an energetic drilling program was carried out by many of the companies in the already proven fields, while a considerable amount of prospecting work was undertaken in new areas with promising results. The Trinidad Leaseholds Limited recommenced operations at Guayaguayare, and the results obtained have led this company to embark upon an extensive development scheme of this field. The Trinidad Petroleum Development Company Limited has drilled a number of wells in the Palo-Seco-Erin district, where a production of high-grade oil was obtained. This company also brought into production a well in the Cedros district. In addition to the above, towards the close of the year the Trinidad Oilfields Operating Company Limited commenced a very active drilling program on private lands from which they have successfully obtained considerable production.

The quantity of oil won during the past year was the largest in the history of the industry, which has shown a steady upward trend since 1920. The production was 584,964 barrels more than in 1925. No new shipping or refining depots were constructed, but four companies operating—Trinidad Central Oilfields Limited, Trinidad Leaseholds Limited, Trinidad Lake Petroleum Company Limited, and United British Refineries Limited—each maintain a plant in close proximity to one another to which the oil is brought by pipe lines in some cases a distance of twenty-five miles.

The Trinidad Leaseholds Limited have recently made considerable additions to its refining depot at Point-à-Pierre by the addition of a Dubb's cracking plant for the treatment of fuel oil. At Brighton the Trinidad Lake Asphalt Operating Company Limited, with which is associated the Trinidad Lake Petroleum Company Limited made considerable improvements and extensions to their pier from which is loaded direct to ships the crude asphalt from the Pitch Lake and oil by means of pipe lines.

EXPORTS

As was to be expected, in view of the increased production, petroleum products exported in 1926 showed a large increase as compared with 1925. These amounted to 139,500,000 gallons as against 126,000,000 in 1925. The value of these exports during 1926 was greatly in excess of those of any other industry, and formed over 37 per cent of the total exports of the colony. While cocoa growing is the leading industry of the colony, the exports of petroleum products exceeded those of cocoa by over half a million sterling. The major portion of the export trade is in the form of fuel oil, of which a large part is shipped to the Admiralty under contract.

During 1926 a total of 200,078 feet was drilled and oil won amounted to 4,971,471 barrels (35 gallons), of which 2,976,227 barrels came from Crown lands, the balance from private lands. The total number of wells drilled in the colony to December 31, 1926, were 1,154, of which 739 were on crown lands. During 1926 new wells drilled numbered 127, of which 81 were on Crown lands—an increase of 28 over 1925. In 77 of these wells oil was struck.

ROYALTY AND EXPORT DUTIES

The royalty (12 cents per gallon) collected on account of oil won on Crown lands in 1926 showed a large increase over 1925, the figures being £54,950 3s. 3d., compared with £40,099 9s. 4d. during 1925.

The Pitch Lake with an area of 114 acres is situated in the ward of La Brea in the southern part of the island. It was first leased as a whole in 1888 for twenty-one years with a renewal option for a further period of twenty-one years. The lease was renewed in 1909 to 1930. In February, 1925, a fresh demise of the Pitch Lake comprising 109 acres was made to the Trinidad Lake Asphalt Co. Ltd., for 21 years from 1930 on the payment of the following royalties and export duties to take effect as from February, 1925: For each ton of 2,240 pounds of crude pitch or asphaltum a royalty of 2s. 6d. and an export duty of 5s.; for each ton of 2,240 pounds of dried pitch or asphaltum a royalty of 3s. 6d. and an export duty of 6s. 11d. This was an increase of 10d. and 1s. 2d. per ton respectively on the royalties previously paid.

The quantity of asphalt produced during 1926 was 237,300 tons as against 201,107 tons in 1925. The quantity exported during 1926 was 180,951 tons (£451,967) yielding a revenue of £88,303 as compared with 157,985 tons in 1925 (£360,062) yielding a revenue of £75,375.

OPPORTUNITY FOR CANADIAN EXPORTERS

The interest which these industries bear to the Canadian manufacturer and exporter is principally in the supplying of box shooks and steel drums for kerosene, gasoline and crude oil, and barrel staves and heads for the shipment of refined asphalt. Because of the proximity to their markets, the oil companies are able to use a large number of steel drums in the transportation of kerosene and gasoline, and as the drums are easily returnable, the purchaser is enabled to obtain his supplies considerably cheaper.

MARKET FOR BOX SHOOKS

The oil companies' annual importations of box shooks average about 60,000 cases. This business was formerly in the hands of European suppliers, but within recent years purchases have been made from British Columbia with gratifying results. The British Columbia product is considered superior to the

European, as it is made from better wood (Pacific hemlock), is of better manufacture and is properly packed. There are variations in the specifications of the different companies, but the following may be taken as a fairly standard specification.

- Inside measurements, $19\frac{1}{4} \times 9\frac{3}{4} \times 14\frac{1}{4}$ inches.
- 2 ends (in inches), $14\frac{1}{4} \times 9\frac{3}{4} \times \frac{3}{4}$ each 1 piece.
- 2 sides (in inches), $20\frac{3}{4} \times 14\frac{1}{16} \times \frac{3}{8}$ each 2 pieces.
- 1 top (in inches), $20\frac{3}{4} \times 10\frac{3}{8} \times \frac{3}{8}$ each 1 piece.
- 1 bottom (in inches), $20\frac{3}{4} \times 10\frac{3}{8} \times \frac{3}{8}$ each 2 pieces.

Besides the oil industries two other concerns use annually a large number of boxes. One of these is the world-famous Angostura Bitters Co. Ltd. This company imports an average of 50,000 of their No. 2 box and 25,000 of their No. 3 annually. Specifications are as follows:—

No. 2 Cases (in shook).

- Inside measurements, $18\frac{1}{2} \times 15\frac{3}{8} \times 5\frac{5}{8}$ inches.
- 4 tops and bottoms (in inches), $15\frac{3}{4} \times 5\frac{1}{2} \times \frac{1}{2}$ 1 piece each.
- 2 sides (in inches), $14\frac{1}{2} \times 6\frac{1}{4} \times \frac{1}{2}$ 1 piece each.
- 2 heads (in inches), $12\frac{1}{4} \times 5\frac{1}{4} \times \frac{1}{2}$ 1 piece each.

No. 3 Cases (in shook).

- Inside measurements, $14\frac{1}{2} \times 11\frac{1}{4} \times 5\frac{1}{4}$ inches.
- 4 tops and bottoms (in inches), $15\frac{3}{4} \times 5\frac{1}{2} \times \frac{1}{2}$ 1 piece each.
- 2 sides (in inches), $14\frac{1}{2} \times 6\frac{1}{4} \times \frac{1}{2}$ 1 piece each.
- 2 heads (in inches), $12\frac{1}{4} \times 5\frac{1}{4} \times \frac{1}{2}$ 1 piece each.

The Angostura Company insist upon having a wood that possesses easy nailing qualities, and while British Columbia spruce would be suitable, the price appears to be too high. At the present time they are importing a large quantity of box shooks from Eastern Canada, and as these are of spruce, British Columbia sources should be able to compete. British Columbia hemlock is considered too tough for nailing purposes. This is surprising as it is used with satisfaction for whisky cases.

Perhaps an enterprising British Columbia manufacturer might feel inclined to offer sufficient hemlock shooks to make up 50 cases to demonstrate whether hemlock is really unsuitable for nailing. The oil companies which use hemlock have nothing but praise for the wood. Should any exporter consider this proposition he should first communicate with this office.

The other company importing box shooks is Messrs. Walters Brewing Co. Ltd. Their requirements are about 4,000 cases annually to the following specifications:—

- No. 1.—Inside measurement (in inches), $26 \times 12\frac{1}{4} \times 16 \times \frac{7}{8}$;
ends $\frac{7}{8}$, battens $\frac{7}{8}$, solid top and bottom.
- No. 2.—Inside measurement (in inches), $26 \times 12\frac{1}{4} \times 16 \times \frac{7}{8}$;
ends $\frac{7}{8}$, battens $\frac{1}{2}$, solid top and bottom.

Should the movement to foster an export fruit industry throughout the British West Indies become a success, it would result in an increased demand for wood products.

MARKET FOR STEEL DRUMS OR BARRELS

The demand for steel drums or barrels is centred principally with the oil companies for transporting gasoline. The drums used are of standard type, 50 Imperial gallons capacity, and must be of good quality and competitive price. One oil company uses from 300 to 400 of these drums per annum, while in Barbados they are being introduced for the molasses trade.

A number of Canadian manufacturers are already supplying some of the oil companies and have shipped a number of drums to Barbados. Other firms interested would do well to send along catalogues to this office together with export price lists (c.i.f. prices are always preferred). The former without the latter are useless, and should be sent in the first instance.

CONDITIONS IN THE EASTERN UNITED STATES LUMBER MARKET

ST. JOHN BETTS, OFFICE OF THE TRADE COMMISSIONER

New York City, November 28, 1927.—The local market for lumber, while below the level of a year ago, has not yet felt the usual seasonal drop, owing to the continued warm weather. There has been a slight improvement in volume during the past two weeks, chiefly noticeable in Canadian spruce and hardwoods, but there has been little change in regard to prices and wholesalers feel that there is small chance of any improvement during the balance of the year. Cargoes of West Coast lumber are only fair with prices uneven and stores of lumber are above the average. *The Lumberman's Review* estimates that a conservative figure would place the amount at 25,000,000 feet, with an amount equal to that already on the way or being loaded at mills on the West Coast. This amount of transit stock keeps prices uncertain and increases destructive competition among wholesalers with stocks on hand. With a normal demand this amount would be quickly absorbed, but under present conditions any increase in mill orders is problematical.

CAUSES OF DEPRESSION

It is the opinion of several wholesale houses that retailers are holding off purchases in the hope of a further reduction in prices due to a drop in steamer freight rates. The present conference rate is now \$14, and it is reported that this rate will be maintained for the balance of this year. The marked depression of the New York market is due largely to overproduction, and there has been much voluntary curtailment by the larger West Coast operators in the hope that a better balance could be brought about between production and demand. To this end an effort was made to form one large company to own and operate most of the mills, but this plan has been abandoned and a new one is being worked out to bring about a closer relationship between the Pacific Coast mill groups and the Atlantic Coast markets. The first move in this direction is the appointment in New York of an official inspector to represent the West Coast Lumbermen's Association. This official will be subject to call from any of the Atlantic Coast markets where re-inspection of coast woods shipped by a member mill is necessary. This, it is believed, will go a long way toward eliminating one of the chief difficulties in the handling of Pacific Coast woods. *The New York Lumber Journal* reports that, while lumber prices on the West Coast are at bottom, the turn is near. Many mills will close down and thus eliminate production which has run far in excess of demand.

In connection with the continued difficulties of merchandising lumber, the Harvard Business School at Cambridge, Mass., announces a course for the study of this problem. The fact that mills have been undergoing heavy financial losses during a period of great building activity has focussed attention on the lumber situation. Over-production, lack of organization and the competition of substitutes for lumber are given by Professor J. A. deHaas as contributing factors.

IMPORTS AND PREVAILING PRICES

For the nine months ending September, 1927, the total imports of softwood into the United States amounted to 1,260,369 thousand feet valued at \$33,342,909, a decrease of 37,438 thousand feet valued at \$2,634,540 from the same period in 1926. For the twelve months ending September, 1927, imports of unmanufactured wood into the United States from Canada, including pulpwood, amounted to \$87,747,535 as compared with \$92,943,986 for the twelve months ending September, 1926.

Shipments of Canada spruce increased considerably in the past month and prices remain at \$38 f.o.b. New York. Eastern Canada spruce lath is being sold at \$6 to \$6.25 f.o.b. New York for cargo lath with the usual difference for rail shipments. Water shipments of Douglas fir No. 1 common not over 15 per cent No. 2's sell at \$28.50 for 10 ft. 2 by 3's; \$25.50 for 14 ft. 2 by 3's c.i.f. New York.

NEW ENGLAND MARKET

In the New England market spruce occupies a stronger position than a month ago. Dimension orders are sufficient to keep the mills supplied and the base price continues to range from \$38 to \$39. Eastern clipped hemlock boards sell at \$32, with the random sizes as low as \$29. These boards are in competition with Pacific coast hemlock No. 2 8-inch roofers that are now offered at \$23.50 ship's tackle at Boston. October proved to be fairly active in Pacific coast woods. The mills are holding at the \$14 base for fir and local sales at ship's tackle are steady at \$29 to \$31. This is for 2 by 6 and 2 by 8 in the 12 to 20-foot lengths of No. 1 common fir, with hemlock prices one dollar less.

PREFERENTIAL TARIFFS OF THE BRITISH EMPIRE*

III. British South Africa

Beginning in 1903 and lasting up to 1925, the Union of South Africa granted to the United Kingdom and other reciprocating parts of the Empire, including Canada, a preferential rebate on goods in general. The usual rebate was 3 per cent ad valorem. Effective from July 30, 1925, a new tariff system went into effect. It made provision for preferences, but on a different principle.

The 1925 tariff consisted of two schedules of rates called Minimum Duty and Maximum Duty. The Maximum Duty became the normal tariff. The schedule of Minimum rates never went fully into force, but some portions of it are applied to the United Kingdom, Canada, and New Zealand. The preferences granted to the United Kingdom include those granted to the other British Dominions, but Canada and New Zealand each has its own list of goods for favoured tariff treatment.

Canadian goods now given preference in the Union of South Africa, with the rates of duty in effect, are set forth in the appended list of tariff headings. Preference is arrived at by granting a fixed rebate of duty from the Maximum tariff, which is adjusted so as to establish rates identical with those of the Minimum tariff. (Products of the Union of South Africa entering Canada are accorded the benefit of the British preferential tariff.)

	Maximum Duty	Minimum Duty
Wheat in the grain per 100 lbs.	1s. 7d.	1s. 5d.
Wheat ground or otherwise prepared (includes flour) per 100 lbs.	3s. 8d.	3s. 4d.
Fish, tinned (not specially provided for) per lb.	1½d.	1 penny
Socks and stockings (hosiery) ad val.	15%	10%
Seaming and binding twine and harvest yarn ad val.	5%	Free
	suspended duty of	
	10%	10%
Pipes, etc., of metal: gas, steam, drainage, sewage, irrigation, water supply and water pumping:		
Wrought iron or steel pipes and tubes not riveted, except downpipes and guttering per 100 lbs.	1s.	Free
Cast iron pipes and tubes except downpipes and guttering per 100 lbs.	8d.	Free

* The first article of this series, on Great Britain and Northern Ireland and the Irish Free State, appeared in No. 1241, and the second, on the British West Indies, Bermuda, British Guiana and British Honduras, in No. 1242.

	Maximum Duty	Minimum Duty
Down piping and guttering and fittings therefor and riveted wrought iron or steel pipes and tubes..ad val.	20%	15%
Cocks and taps, and meters and pipe fittings, not elsewhere enumerated in any item of the complete tariff..ad val.	5%	Free
Cisterns .. .. .ad val.	20%	15%
Water meters for house connections, not exceeding one inch piping .. .. .ad val.	3s.	Free
Electrical cooking and heating appliances (including kettles and irons); not being machinery elsewhere provided for..ad val.	20%	15%
Tools ordinarily used by mechanics or artisans, and not being agricultural implements or machine tools .. .. .ad val.	3%	Free
White lead, dry .. .. .per 100 lbs.	7s.	6s.
White lead, ground in oil:		
(i) In packages containing 50 lbs. weight or over .. .. .per 100 lbs.	10s.	9s.
(ii) In packages containing less than 50 lbs. weight .. .. .per 100 lbs.	11s.	10s.
Rubber pneumatic tires, including the weight of the immediate wrapper.. .. .per lb.	12d.	10d.
Rubber pneumatic tubes for motor vehicles other than motor cycles .. .. .per lb.	7½d.	6d.
Rubber pneumatic tubes for motor cycles and cycles ..per lb.	12d.	10d.
Rubber tires, solid; complete or in lengths or in the piece .. .. .per lb.	3d.	2d.
Wood—unmanufactured .. .. .ad val.	3%	Free
Newsprint, in reels or in the flat .. .. .ad val.	5%	Free

BASUTOLAND, BECHUANALAND, SWAZILAND, SOUTHWEST AFRICA, AND WALVIS BAY

Imports into these areas are subject to the same rates as if imported into the Union of South Africa.

RHODESIA

Following are extracts from a recent report of Mr. G. R. Stevens, Canadian Trade Commissioner at Cape Town, who reviewed the customs tariffs of Southern and Northern Rhodesia:—

SOUTHERN RHODESIA

Southern Rhodesia has always been in a customs union with South Africa, and as long as a large proportion of the imports of that colony are routed through South Africa such union will probably continue. It is an incomplete union, however, and the present tendency is against Rhodesia accepting South African tariff changes. In the original agreement for reciprocity between the Union of South Africa and the Rhodesian colonies a safeguard known as "The Rhodes Clause" was inserted, which read as follows:—

No customs duties levied on any articles produced or manufactured in any part of Her Majesty's dominions or in any British protectorate, and imported into Barotsiland-Northwestern Rhodesia, shall exceed in amount the duties levied on such articles according to the tariff in force in the South African Customs Union, at the date of the coming into operation of the Southern Rhodesia Order in Council, 1898, or the tariff contained in the Customs Union Convention concluded between the Colony of the Cape of Good Hope, the Orange Free State, and the Colony of Natal, in May, 1898, whichever are the higher.

The schedules and the classification of the South African tariff are followed, but instead of maximum and minimum columns, Southern Rhodesia has three columns: the general, where the duties are roughly analogous to South African duties; the British preferential, for reciprocating dominions or possessions, in which the duties are usually much lower than in the general column; and a column for non-reciprocating British possessions, in which the duties are sometimes the same as the British preferential.

NORTHERN RHODESIA

Northern Rhodesia is divided for tariff purposes, the Zambezi Basin (incorporated in the South African Customs Union) and the Congo Basin. Often goods

which enter Northern Rhodesia at one rating are subject to other duties before they reach their destination. Moreover, Northern Rhodesia still observes the principle of maximum assessments in the Congo Basin area, and as the Northern Rhodesian tariff follows the South African classification in many respects, many duties are collectable upon a specific basis. This means that these specific items are only valid up to a stated maximum. The Northern Rhodesian tariff has no less than five columns, comprising a schedule for the South African Customs Union, a schedule for Great Britain and reciprocating possessions, a schedule for British possessions which do not reciprocate, a general schedule for the Zambezi Basin, and a special schedule for the Congo Basin area.

CONGO BASIN AGREEMENT

The territories within the watersheds of the Congo Basin (which includes the areas drained by Lake Tanganyika and its affluents) are rather peculiarly affected in tariff matters because of the Congo Basin Agreement, which was enacted by the Berlin Conference in 1885. This agreement established free trade and commercial equality for all nations in so far as the Congo Basin was concerned. In 1890 free trade was abolished and the drafting of customs tariffs was left to the various political divisions which possessed territory in the Congo Basin as defined. A duty of 10 per cent ad valorem on any commodity was instituted as the maximum assessment which was permissible. In 1919 this maximum was withdrawn, and the agreement was extended for a further ten years.

LEVEL OF DUTIES AND PREFERENCES

The rate for unclassified goods entering Rhodesia (Southern Rhodesia and Zambezi Basin of Northern Rhodesia) is 20 per cent ad valorem, and the corresponding British preferential rate is 9 per cent ad valorem. A similar advantage is extended to British and Dominion goods in the majority of the specific items.

SOME RATES OF DUTY

The following table compiled in the Foreign Tariffs Division sets forth rates of duty, British preferential and general, in the Rhodesias on some articles of interest to Canada. The British preferential rates apply to the United Kingdom, Canada, and other reciprocating British possessions. The general tariff rates apply in each case to all goods of non-British origin.

	Northern Rhodesia (Zambesi Basin)		Southern Rhodesia	
	British Preferential Tariff	General Tariff	British Preferential Tariff	General Tariff
Wheatper 100 lbs.	12d.	14d.	12d.	14d.
Flour (wheaten)per 100 lbs.	27d.	30d.	27d.	30d.
Motor carsad val.	8½%	10%	12% (a)	20%
Motor trucksad val.	Free	3%	Free	3%
Pneumatic rubber tires and tubes for motor carsad val.	17%	20%	17% (a)	20%
or if lowerper lb.	9d.	12d.		
Tubes for motor car tiresad val.	17%	20%	17% (a)	20%
or if lowerper lb.	6d.	8d.		
Solid rubber tiresad val.	9%	20%	Free	3%
or if lowerper lb.	2d.	3d.		
Sodium cyanidead val.	Free	3%	Free	3%
Agricultural machinery and implements ad val.	Free	3%	Free	3%
Leather beltingad val.	Free	3%	Free	3%
Newsprint paperad val.	Free	3%	Free	3%

(a) When originating in Great Britain or Northern Ireland the rate on motor cars and pneumatic rubber tires and tubes therefor, is 10% ad valorem.

TARIFF CHANGES AND CUSTOMS REGULATIONS**Jamaican Tariff Changes**

Mr. P. W. Cook, Canadian Government Trade Commissioner at Kingston, Jamaica, cabled on November 30 that a new tariff bill introduced in Jamaica revises rates of duty on certain commodities which are enumerated in the appended statement. The former rates of duty on the goods in question have been inserted for comparison purposes. The new tariff is already in operation. Flour of wheat, fish, and lumber, among the principal exports from Canada to Jamaica, are not affected by the new measure.

	Former Rates		New Rates	
	British Preferential Tariff	General Tariff	British Preferential Tariff	General Tariff
Biscuit, bread, and cakes, unsweetened per 100 lbs.	3s. 1d.	4s. 2d.	12s. 6d.	16s. 8d.
Matches, in boxes containing 50 matches per gross of boxes	1s. 9d.	2s. 4d.	2s. 3d.	3s.
Oils, edibleper gallon	3½d.	5d.	12d.	16d.
Potatoesper 100 lbs.	7½d.	15d.	8s. 4d.	16s. 8d.
Soap, common laundryper 100 lbs.	2s. 6d.	3s. 4d.	3s. 6d.	4s. 8d.
Cigarettes (the weight of cigarettes to include the paper covering)per lb.	6s.	8s.	8s.	10s. 8d.
Cordage	15% ad val.	20% ad val.	1½d. per lb.	2d. per lb.
Saccharine	15% ad val.	20% ad val.	2s. 6d. per ounce	3s. 9d. per ounce
Saucesad val.	15%	20%	20%	30%
Soda, caustic, silicate, and washing, and rosin, if imported for the manufacture of soapad val.	15%	20%	Free	Free

Increase in Duties in Zanzibar Protectorate

Mr. G. R. Stevens, Canadian Trade Commissioner in Cape Town, writes under date October 29 that, as from October 28, the general schedule duties (which comprise all items other than wines, spirits, and beers, and items not on the free list) have been raised from 10 per cent to 15 per cent ad valorem.

New Zealand Customs Regulations

ACTING TRADE COMMISSIONER PAUL SYKES

Auckland, N.Z., November 5, 1927.—This office has been advised by the New Zealand Department of Customs that each shipment should be accompanied by a financial statement as a means of facilitating its clearance by examining officers. It will be understood that no new regulations have been made by the Customs authorities; the practice of furnishing such statements, which has been fairly common in the past, is endorsed as one which will expedite the clearance of imported goods and permit a maximum of co-operation between Customs officials and importers.

The statement in question is one which will enable the ready valuation for duty purposes by showing the cost, carrying charges and other expenses entailed in making any one shipment, with such data allotted to component parts of shipments of mixed or broken lots, together with the method of payment for the particular shipment in question.

The average invoice alone required by examining officers conveys in a general way complete information regarding any shipment. A packing list is of value in verifying the contents of containers. A financial statement will serve as a check on the data given in the two former documents, and by combining and verifying them and showing what has been or is yet to be paid for any one shipment, will assist examination and clearance with a minimum of delay.

Such statements will be of little use in the case of shipments of bulk commodities in standard units which can readily be checked by the accompanying invoices alone. Their chief value will be in the case of manufactured goods where an exact determination of quantities and values must frequently present certain difficulties.

It is suggested that exporters interested in the New Zealand trade adopt the practice of indicating by a concise statement the method of payment for particular shipments, giving as clear an explanation as possible of the items making up the cost involved.

TENDERS INVITED

Australia

Copies of tender forms and specifications have been received from Trade Commissioner D. H. Ross, Melbourne, for machinery required by the Supply and Tender Board of South Australia, Adelaide, for the Railway Workshops of that State, as follows: one universal double verticle spindle radius link and hole grinding machine; one bull dozer machine; three high-speed pneumatic hammers; two high-speed engine lathes; one electrically driven swing grinder—all as specified.

The tender forms and specifications are open to the inspection of interested Canadian manufacturers at the Department of Trade and Commerce, Ottawa (refer to file No. 27368).

Tenders, which close on March 21, 1928, for each of these requirements with the exception of the first-named (which closes on March 14), should be promptly addressed to the Secretary, the Supply and Tender Board, Adelaide, South Australia.

While tenderers are advised that their duly completed tender forms should reach Adelaide in ample time, yet, for general information, it may be stated that for the tender closing March 14 the last available mail is that leaving Vancouver on February 7 (due at Adelaide on March 5) and for tenders closing on March 21 the last mail leaves San Francisco on February 21 (due at Adelaide on March 19). The respective routes should be endorsed on the envelope.

New Zealand

Copies of plans and specifications have been received from Mr. Paul Sykes, Acting Canadian Trade Commissioner at Auckland, for equipment required by the New Zealand Government Railways. These plans and specifications are open for inspection at the Department of Trade and Commerce, Ottawa. Tenders, which close on April 21, 1928, should be addressed to the Chairman, Railway Board, Wellington, in accordance with these specifications.

Particulars are as follow:—

Four fuel oil forge furnaces; two fuel oil plate furnaces; four fundry cupolas; two oil-fired annealing ovens; two roots blowers; six oil-fired patent tilting furnaces; one stationary hydraulic riveter; four foundry type self-dumping grabs; four platform weighing scales; three pressure die casting and white metalling plants; two electric lifting magnets; two locomotive wheel balancing machines; two sand slinger moulding machines; thirty-three belt-driven spring power hammers; eleven pneumatic power hammers; one hydraulic riveter for foundation rings; one plate edge planing machine; one 13-inch combination turret lathe; two die sinking machines; five electric tiering trucks; six medium vertical drilling machines; four vertical drilling machines; two vertical milling machines; three crank-shaping machines; two nut tapping machines; one slotting machine; four electric welding sets; two sand blasting equipments; and two capstan lathes.

FOREIGN EXCHANGE QUOTATIONS FOR THE WEEK ENDING DECEMBER 5, 1927

The Foreign Exchange Department of the Bank of Montreal has furnished the following statement of the nominal closing quotations for all the principal exchanges for the week ending December 5, 1927. Those for the week ending November 28, 1927, are also given for the sake of comparison.

Country	Monetary Unit	Parity	Week Ending November 28, 1927	Week Ending December 5, 1927
Britain	£	\$4.86½	\$4.8702	\$4.8863
Belgium	Belga	.1390	.1394	.1400
Czecho-Slovakia	Krone	.0296	.0296	.0296
Finland	Mark	.0252	.0252	.0252
France	Fr.	.1930	.0392	.0394
Holland	Florin	.4020	.4032	.4045
Italy	Lire	.1930	.0543	.0543
Spain	Pes.	.1930	.1676	.1650
Portugal	Esc.	1.0805	.0500	.0500
Switzerland	Fr.	.1930	.1924	.1930
Germany	Reichs Mk.	.2382	.2384	.2392
Greece	Dr.	.1930	.0133	.0133
Norway	Kr.	.2680	.2657	.2664
Sweden	Kr.	.2680	.2691	.2702
Denmark	Kr.	.2680	.2676	.2684
Austria	Schilling	.1407	.1412	.1412
Japan	Yen	.4985	.4574	.4595
Siam	Tical	.3709	.4500	.4500
India	Rupee	.3650	.3668	.3668
United States	\$	1.0000	.9982	1.0007
Mexico . . . . .	\$	.4985	.4835	.4835
Argentine Rep.	Peso (Paper)	.4244	.4280	.4280
Brazil	Mil.	.5462	.1195	.1195
Jamaica	£	4.86½	4.8700	4.8700
British Guiana	\$	1.0000	1.00½—1.02½	1.00½—1.02½
Barbados	\$			
Trinidad	\$			
Dominica	\$			
St. Kitts	\$			
Grenada	\$			
St. Vincent	\$			
Tobago	\$			
China	Taël	.6387	.6387	.6412
Batavia, Java	Guider	.4020	.4035	.4036
Peru	Libra	4.8665	3.8600	3.8600
Singapore, Str. Settlement . . . . .	\$	.5678	.5625	.5662

TRADE INQUIRIES FOR CANADIAN PRODUCTS

Since the publication of the last *Commercial Intelligence Journal* there have been received the following inquiries for Canadian products. The names of the firms making these inquiries, with their addresses, can be obtained only by those specially interested in the respective commodities upon application to: "THE COMMERCIAL INTELLIGENCE BRANCH OF THE DEPARTMENT OF TRADE AND COMMERCE, OTTAWA," OR THE BOARDS OF TRADE AT ST. JOHN, HALIFAX, QUEBEC, SHERBROOKE, MONTREAL, TORONTO, WOODSTOCK, ST. MARY'S (ONT.), PORTAGE LA PRAIRIE, ST. BONIFACE (MAN.), WINNIPEG, VANCOUVER, NEW WESTMINSTER, AND PRINCE RUPERT; THE CHAMBERS OF COMMERCE AT BELLEVILLE, PETERBOROUGH, HAMILTON, ST. CATHARINES, STRATFORD, GUELPH, BRANTFORD, LONDON, ST. THOMAS, SARNIA, AND VICTORIA (B.C.); THE CHAMBRE DE COMMERCE, DISTRICT OF MONTREAL; BORDER CHAMBER OF COMMERCE, WINDSOR; THE CANADIAN MANUFACTURERS' ASSOCIATION OFFICES AT TORONTO, MONTREAL, WINNIPEG, EDMONTON, VANCOUVER, AND VICTORIA; AND THE KITCHENER AND WATERLOO MANUFACTURERS' ASSOCIATION, KITCHENER (ONT.).

Foodstuffs

1160. FOOD PRODUCTS.—An agent in Gothenburg, Sweden, is desirous of securing connections with Canadian exporters of food products such as dried apples, canned lobsters, canned salmon, and canned fruits.

1161. FOOD PRODUCTS.—A firm of agents in Stockholm, Sweden, wish to get first-class connections in all foodstuffs exported from Canada.

1162. **PACKING-HOUSE PRODUCTS.**—A firm of provision agents in Hamburg, Germany, with connections throughout Germany, are interested in getting in touch with a Canadian packing house in a position to take up export business to that country.

1163. **CHOCOLATE BARS.**—Shanghai importer of provisions desires to get in touch with Canadian manufacturers of chocolate bars.

1164. **GALLON APPLES.**—An Irish Free State firm desire to receive quotations on gallon apples.

1165. **ROLLED OATS.**—Shanghai importer of provisions desires to act as agent for Canadian rolled oats, Shanghai area only.

1166. **FLOUR.**—Import house in Shanghai desire to effect connections with Canadian mills for flour.

1167. **FLOUR.**—A Chinese firm in Shanghai desire to import Canadian flour direct.

1168. **WHEAT AND FLOUR.**—Chinese import house seek connection for flour and wheat for Shanghai and Central China.

1169. **GRAIN, ETC.**—An Edinburgh firm of potato merchants desire to act as agents (on commission) of Canadian firm exporting seed grain, feed grain (all kinds), grasses and clover seeds; also Canadian apples.

Miscellaneous

1170. **BOXBOARD.**—A London firm wish to secure the representation of Canadian manufacturers of boxboard.

1171. **CARDBOARD BOXES.**—Firm of bakers in Jamaica wish to buy cardboard boxes of large capacity from Canadian firms.

1172. **MAPLE SKEWERS.**—A London company would like to secure quotations c.i.f. United Kingdom from Canadian manufacturers of first-quality maple skewers.

1173. **BOAT OARS.**—A Jamaican firm wish to get in touch with Canadian exporters.

1174. **TIMBER; STAVE WOOD.**—A French firm in Algeria would like to secure the agency, on a commission basis, of a Canadian exporter.

1175. **FRAMES AND/OR ACTION PARTS FOR BED SETTEES.**—A Glasgow firm desire to import Canadian frames of bed settees, the upholstery of which can be done locally.

1176. **PATENT LEATHER.**—A Batavia, Java, import house asks for quotations on patent leather (black and in colours).

1177. **GALVANIZED PIPES AND TUBES.**—A Chinese import house desire to act as agents for galvanized pipes and tubes in the Shanghai and Yangtze area.

1178. **SULPHUR.**—A Glasgow firm wish to buy direct from a Canadian firm ground and roll sulphur.

1179. **GENERAL AGENCIES.**—A South African agent with capital at his disposal would be interested in hearing from any Canadian manufacturers not at present represented in South Africa. He has had considerable experience in selling Canadian foodstuffs in the past.

PROPOSED SAILINGS FROM CANADIAN PORTS

(The sailing dates are approximate and subject to change without notice)

From St. John

To ANTWERP.—Canadian Inventor, Dec. 21; Canadian Explorer, Jan. 4—both C.G.M.M.; Bosworth, Dec. 17; Balfour, Dec. 31—both Canadian Pacific.

To AVONMOUTH.—Concordia, Cunard Line, Dec. 22.

To BELFAST, LONDONDERRY, CORK AND DUBLIN.—Lord Downshire, Dec. 15; Fanad Head, Dec. 28—both Head Line.

To CARDIFF AND SWANSEA.—Canadian Commander, Dec. 14; Canadian Britisher, Dec. 28; Canadian Mariner, Jan. 11—all C.G.M.M.

To GLASGOW.—Athenia, Dec. 10; Concordia, Dec. 22—both Cunard Line; Berwyn, Canadian Pacific, Dec. 31.

To BELFAST.—Montcalm, Canadian Pacific, Dec. 15.

To LIVERPOOL.—Montcalm, Dec. 15; Melita, Dec. 22; Minnedosa, Dec. 30; Montrose, Jan. 6—all Canadian Pacific.

To LONDON.—Bosworth, Dec. 17; Brecon, Dec. 24; Balfour, Dec. 31; Beaverburn, Jan. 7—all Canadian Pacific; Canadian Inventor, Dec. 21; Canadian Explorer, Jan. 4—both C.G.M.M.; Bay State, Dec. 27; Ariano, Jan. 10—both Furness Line.

To HULL.—Bay State, Dec. 27; Ariano, Jan. 10—both Furness Line.

To MANCHESTER.—Canadian Brigade, Dec. 10; a steamer, Dec. 24, Jan. 7—both Manchester Liners.

To SOUTHAMPTON.—Montnairn, Canadian Pacific Dec. 14.

To COPENHAGEN AND BALTIC PORTS.—Svanhild, Scandinavian-American Line, Dec. 15.
 To HAMBURG.—Porsanger, County Line, Dec. 29; Cairndhu, Dec. 15; Cairngowan, Dec. 29—both Thomson Line; Brecon, Dec. 24; Beaverburn, Jan. 7—both Canadian Pacific.

To ITALIAN PORTS.—Val steamer, Lloyd Mediterraneo Italian Service, Dec. 15.

To SOUTH AND WEST AFRICAN PORTS.—Calumet, Elder Dempster Line, Dec. 15.

To BERMUDA, ST. KITTS, ANTIGUA, MONTSEERRAT, DOMINICA, ST. LUCIA, BARBADOS, ST. VINCENT, TRINIDAD AND DEMERARA.—Canadian Skirmisher, Dec. 17; Canadian Carrier, Dec. 31—both C.G.M.M.; Invernia, Dec. 28; Adolf Bratt, Jan. 11—both Pickford & Black; Holland, Dec. 15; Terne, Dec. 29—both Ocean Dominion SS.

To AUSTRALIAN AND NEW ZEALAND PORTS.—A steamer, New Zealand SS., Dec. 15.

From Halifax

To ANTWERP.—Canadian Inventor, Dec. 23; Canadian Explorer, Jan. 6—both C.G.M.M.
 To CARDIFF AND SWANSEA.—Canadian Commander, Dec. 16; Canadian Britisher, Dec. 30—both C.G.M.M.

To PLYMOUTH, HAVRE AND LONDON.—Ascania, Cunard Line, Dec. 12.

To GLASGOW.—Galtymore, Furness, Withy, Dec. 30.

To LIVERPOOL.—Median, White Star-Dominion, Dec. 27; Kenmore, Furness, Withy, Jan. 3.

To LONDON.—Canadian Inventor, Dec. 23; Canadian Explorer, Jan. 6—both C.G.M.M.; Bay State, Furness, Withy, Dec. 28; Bolivian, White Star-Dominion, Dec. 28.

To MANCHESTER.—Manchester Producer, Dec. 26; Manchester Citizen, Jan. 13—both Furness, Withy.

To ST. JOHN'S, Nfld.—Kenmore, Furness, Withy, Jan. 3; Silvia, Dec. 15, Dec. 27; Nerissa, Dec. 20, Jan. 3—both Red Cross Line; Farnorth, Dec. 17, Dec. 31; Sambro, Jan. 6—both Farquhar SS.; Magna, Newfoundland-Canada Traders, Dec. 14.

To WEST AND SOUTH COAST NEWFOUNDLAND PORTS.—Skipper, Farquhar SS., Dec. 15.

To ST. PIERRE-MIQUELON.—Skipper, Farquhar SS., Dec. 15.

To BERMUDA, BAHAMAS, JAMAICA AND BRITISH HONDURAS.—Canadian Fisher, C.G.M.M., Dec. 31.

To ST. KITTS, ANTIGUA, BARBADOS, TRINIDAD AND DEMERARA.—Canadian Runner, Dec. 23; Canadian Squatter (calls at Guadeloupe), Jan. 6—both C.G.M.M.

To BERMUDA, ST. KITTS, NEVIS, ANTIGUA, MONTSEERRAT, DOMINICA, ST. LUCIA, BARBADOS, ST. VINCENT, GRENADA, TRINIDAD AND DEMERARA.—Canadian Volunteer, Dec. 16; Canadian Skirmisher, Dec. 30—both C.G.M.M.; Italia, Dec. 22; Invernia, Jan. 5—both Pickford & Black; Holland, Dec. 24; Terne, Jan. 1—both Ocean Dominion SS.

To NEW ZEALAND PORTS.—Canadian Challenger, C.G.M.M., Dec. 24.

To AUSTRALIAN PORTS.—Canadian Leader, C.G.M.M., Dec. 24.

To SANTIAGO (CUBA) AND KINGSTON (JAMAICA).—Andalusia, Dec. 14; Caledonia, Dec. 28—both Pickford & Black.

From Vancouver

To YOKOHAMA, KOBE, NAGASAKI, SHANGHAI, HONG KONG AND MANILA.—Empress of Canada, Canadian Pacific, Dec. 31.

To YOKOHAMA, KOBE, MIKE AND HONG KONG.—Protesilaus, Blue Funnel, Dec. 20.

To YOKOHAMA, KOBE AND DAIREN.—Paris Maru, Osaka Shosen Kaisha, Dec. 19.

To HONOLULU, SUVA, AUCKLAND AND SYDNEY.—Niagara, Dec. 14; Waitapu, Dec. 15—both Canadian-Australasian Service.

To MELBOURNE, SYDNEY AND BRISBANE.—Dewey, American-Australian Orient Line, Dec. 17.

To AUCKLAND, WELLINGTON, DUNEDIN AND NAPIER.—West Sequana, Dec. 15; West Nivaria, Jan. 2—both American-Australian Orient Line.

To HAVRE, ANTWERP AND BORDEAUX.—Arkansas, Dec. 19; Indiana, Jan. 3—both Cie. Gle. Transatlantique.

To MARSEILLES, BARCELONA, GENOA, LEGHORN, NAPLES, VENICE AND TRIESTE.—Carso, Dec. 13; Rialto, Dec. 19; Leme, Jan. 6—all Navigazione Libera Triestina.

To MANCHESTER.—Pacific Commerce, Dec. 27; Pacific Enterprise, Jan. 13—both North Pacific Coast Line.

To LIVERPOOL, SOUTHAMPTON, LONDON AND ROTTERDAM.—Loch Katrine, Dec. 16; Niethe-roy, Dec. 31; Drecht dyk, Jan. 13—all North Pacific Coast Line.

To LONDON, HAMBURG, ROTTERDAM AND ANTWERP.—Radnorshire, Dec. 11; Kinderdyk, Jan. 3—both North Pacific Coast Line.

To HAMBURG, ANTWERP AND BREMEN.—Isis, Hamburg-American Line, Dec. 17.

To TRINIDAD, BARBADOS AND GUADELOUPE.—Erik Frisell, Canadian Transport Co., Jan. 8.

To KINGSTON, JAMAICA.—Canadian Importer, C.G.M.M., Dec. 13.

COMMERCIAL INTELLIGENCE SERVICE

CANADIAN TRADE COMMISSIONERS

Argentine Republic

E. L. McColl, Reconquista No. 46, Buenos Aires. *Cable Address, Uruguay.* Territory includes Chile and Uruguay.

Australia

D. H. Ross. Address for letters—Box 196C. G.P.O., Melbourne. Office—Safe Deposit Building, Melbourne. *Cable Address, Canadian.*

Commercial Agent: B. Millin, The Royal Exchange Building, Sydney, N.S.W.

Belgium

Yves Lamontagne, 98 Boulevard Adolphe Max, Brussels. *Cable Address, Canadian.*

Brazil

A. S. Bleakney. Address for letters—Caixa Postal 2164 Rio de Janeiro; office, Avenida Rio Branco, 9. *Cable Address, Canadian.*

British West Indies

R. T. Young, Acting Trade Commissioner. Address for letters—P.O. Box 125, Port of Spain, Trinidad. Office, Colonial Bank Building. (Territory includes Barbados, Windward and Leeward Islands, British Guiana.) *Cable Address, Canadian.*

P. W. Cook. Address for letters—P.O. Box 225, Kingston, Jamaica. Office—Jamaica Mutual Life Insurance Building. (Territory covers Jamaica, Hayti, Central American States, Bermuda and the Bahamas.) *Cable Address, Cantracom.*

Cuba

James Cormack. Address for letters: Apartado 1945. Office Address: Calle Obrapia 35, Havana, Cuba.

China

L. M. Cosgrave. Address for letters—P.O. Box 300. Office—North China Daily News Building, 17 The Bund, Shanghai. *Cable Address, Cancoma.*

France

Hercule Barré, 17 and 19 Boulevard des Capucines, Paris. *Cable Address, Cancomac.*

Germany

L. D. Wilgress, Gutrufhaus, Neuerwall 10, Hamburg 36. *Cable Address, Mapleleaf.* (Territory covers Germany, Russia; the countries on the eastern shore of the Baltic, Poland and Czecho-Slovakia.)

Holland

A. B. Muddiman, Beursplein 26B, Rotterdam. (Territory includes the Rhine valley.) *Cable Address, Canadian.*

India and Ceylon

H. R. Poussette, P.O. Box 2003, office, Sassoon House, 4 Lyons Range, Calcutta. *Cable Address, Canadian.*

NOTE.—Bentley's Complete Phrase Code is used by Canadian Trade Commissioners.

Irish Free State

F. W. Fraser, 66 Upper O'Connell street, Dublin. *Cable Address, Canadian.*

Italy

Jean J. Guay, Via Manzoni Nr. 5—Milan (2). *Cable Address, Canadian.*

Japan

J. A. Langley. Address for letters, P.O. Box 230. Office, Room No. 2, Meikai Building, Kobe. *Cable Address, Canadian.*

Mexico

C. Noel Wilde. Address for letters, Apartado Num. 126-bis, Mexico City. Office, Edificio Banco de Londres y Mexico, Num. 30. *Cable Address, Cancoma.*

Netherlands East Indies

R. S. O'Meara, P.O. Box 84, Batavia, Java. (Territory includes Straits Settlements, Federated Malay States, Indo-China, and Siam.) *Cable Address, Canadian.*

New Zealand

C. M. Croft. Address for letters, P.O. Box 33, Auckland. Office, Union Buildings, Customs street, Auckland. *Cable Address, Canadian.*

South Africa

G. R. Stevens, P.O. Box 683. Office, Westminster House, Adderly street, Cape Town. *Cable Address, Cantracom.*

United Kingdom

Harrison Watson, Canadian Building, Trafalgar Square, London, S.W. 1, England. (Territory covers Home Counties, South-Eastern Counties and East Anglia.) *Cable Address, Sleighing, London.*

J. Forsyth Smith, Fruit Trade Commissioner, Century Bldgs., 31 North John Street, Liverpool. *Cable Address, Canfrucum.*

Harry A. Scott, Trade Commissioner, Century Bldgs., 31 North John Street, Liverpool. (Territory covers North of England, Lincolnshire, North Midlands and North Wales.) *Cable Address, Cantracom.*

Douglas S. Cole, Sun Building, Clare street, Bristol. (Territory covers West of England, South Wales and South Midlands.) *Cable Address, Canadian.*

Gordon B. Johnson, 87 Union street, Glasgow, Scotland. (Territory covers Scotland and Northern Ireland.) *Cable Address, Cantracom.*

United States

Frederic Hudd, 44 Whitehall street, New York City. *Cable Address, Cantracom.*

Commercial Intelligence Journal

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Minister: Hon. James Malcolm, M.P.

Deputy Minister: F. C. T. O'Hara

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TRADE COMMISSIONER A. S. BLEAKNEY'S VISIT TO CANADA

Mr. A. S. Bleakney, Canadian Trade Commissioner in Brazil, has arrived in Canada with the object of undertaking a business tour of the Dominion in the interests of Canadian trade with that country. He will begin his tour from Vancouver. Firms who desire to be brought in touch with Mr. Bleakney or to interview him are requested to communicate with the Department of Trade and Commerce, Ottawa, in order that the necessary arrangements may be made.

SWEDISH MARKET FOR RUBBER GOODS

TRADE COMMISSIONER L. D. WILGRESS

[Subjoined is the sixth of a series of reports by Mr. Wilgress upon Sweden as a Market for Canadian Products. The first, published in No. 1233, referred (in general terms) to Import and Export Trade, Geographical Characteristics of the Country, Natural Resources, Population and Industries; the second (in No. 1235) to Trade Centres and Routes, Currency, Public Finance, Organization of Commerce, Tariff and Customs Regulations, and Wages; the third (in No. 1236) to the Market for Canadian Grain and Milled Products; the fourth (in No. 1238) to the Market for Fruits and Provisions; and the fifth, on Agricultural Implements and Machinery, in No. 1241. Note: 1 Swedish krona = \$0.2680; 1 kg. = 2.2046 pounds.]

Hamburg, November 14, 1927.—Sweden consumes very large quantities of rubber goods. The northern climate renders the use of rubber footwear imperative throughout most of the year, while the development of motor transport during recent years has created a correspondingly large demand for rubber tires. There is also a fairly considerable demand for technical rubber goods among the manufacturing industries of Sweden.

A substantial part of the Swedish requirements for rubber goods is covered by the domestic factories. This particularly applies to rubber footwear, of which only a few special lines are imported in any quantity. The Swedish production of rubber tires is not sufficient for the requirements and there is a considerable importation, especially of tire casings. Other kinds of rubber goods are supplied both by the domestic factories and by imports from foreign countries.

CHIEF RUBBER GOODS IMPORTED

Rubber-soled canvas shoes and high rubber boots are imported from the United States and Canada. These are the principal rubber footwear lines imported from abroad.

Rubber tires for motor vehicles are imported from the United States, Great Britain, France, Germany, Canada, and Italy. Bicycle tires are chiefly supplied from Great Britain and France.

Technical rubber goods, such as belting, buffer soles and heels, are imported mostly from Great Britain, the United States, and Germany. Ebonite products are obtained from Germany and France. The demand for surgical rubber goods is mainly met by imports from Germany. Rubber flooring is imported from Great Britain, the United States, and Germany. Hose and tubing is also supplied from these countries as well as by France.

There is a fairly considerable import of waterproof clothing from Great Britain and Germany and of bathing caps and shoes from the United States. Rubber balls are imported from Great Britain and Germany. Some rubber heels and soles for footwear are obtained from Belgium and the United States.

The above comprise the principal kinds of rubber goods imported into Sweden. In the case of most lines the imported articles have to compete with the products of the domestic factories, who are protected by fairly high duties. The following table shows the total quantities and values of some of the chief rubber goods imported into Sweden in 1926:—

Description	Quantity Kilogrammes	Value Kronor
Rubber hose and tubing:		
Spiral and armoured	30,661	97,885
Covered with woven fabrics	2,962	15,192
Other inner tubes	113,114	788,546
Other hose and tubing	144,653	615,527
Machine and transport belting	234,278	1,436,813
Rubber boots and shoes	191,887	977,062
Bicycle parts:		
Outer tires	478,722	2,513,291
Other	27,668	179,842
Automobile outer tires	1,214,172	7,285,032
Other soft rubber goods	343,123	2,058,738
Solid tires	93,924	349,244

IMPORTS FROM CANADA

The Canadian rubber companies have sold to Sweden a fair amount of motor vehicle tires and rubber belting and also some high rubber boots and rubber-soled canvas shoes. The Swedish trade returns for 1926 only show an import from Canada of 3,801 kronor worth of rubber belting. Since most of the Canadian rubber goods are shipped to Sweden through ports in the United States, it is probable that they are credited to the latter country in the Swedish trade statistics.

The Canadian trade returns for the fiscal year ending March, 1927, give the total value of the export to Sweden of Canadian rubber manufactures at \$266,004. This is 44 per cent of the total export of Canadian manufactured goods to that country last year. The largest item was comprised of pneumatic tire casings, of which \$174,943 worth were exported to Sweden. Inner tubes of tires were exported to the value of \$33,574, rubber belting to the value of \$15,557, rubber hose valued at \$6,989, and other manufactures of rubber n.o.p. to the value of \$33,457.

SWEDISH RUBBER INDUSTRY

The competition of the domestic factories being the most important consideration in connection with the openings for the sale of rubber goods to Sweden, it is advisable to first give a brief description of the Swedish rubber industry and its products before dealing with the trade in the different rubber articles imported into the kingdom.

The total amount of capital invested in the Swedish rubber industry exceeds 22 million kronor. The number of workers employed in the industry amounted in 1924 to 3,066, in addition to a staff of 279 persons. The power utilized totalled about 8,000 horse-power. The value of the output in that year was 30,805,628 kronor as compared with 10,714,000 kronor in 1913. Rubber footwear is by far the most important branch of production and accounted for 22,115,911 kronor, or over 70 per cent of the value of the total output of rubber goods in 1924. The production of rubber belting was valued at 615,330 kronor and that of other rubber goods at 8,074,387 kronor.

The leading Swedish company manufacturing rubber goods is the Hälsingborgs Gummifabriks A.B., Hälsingborg, which has a capital of 9,000,000 kronor and employs about 1,950 workers. This company produces mainly footwear of the well-known Three Towers brand and does a considerable export business with Denmark and other countries formerly supplied by Russia. They have their own textile mill for producing the fabrics required in the rubber footwear.

Closely associated with the Hälsingborg Company is the Trelleborgs Gummifabriks A.B. of Trelleborg. This company has a capital of 3,000,000 kronor, employs about 500 workers, and produces mainly rubber tires and technical goods.

The Ryska Gummifabriks A.B. of Malmö is another important manufacturer of rubber footwear. This company has a capital of 3,500,000 kronor and employs around 600 workers.

The Svenska Gummifabriks A.B., Gislaved, with a capital of 3,000,000 kronor and around 300 workers, was purchased last year by the Co-operative Wholesale Society of Sweden for about 6,000,000 kronor. This factory produces all kinds of rubber goods, but chiefly footwear. The co-operative organization intends to manufacture about 600,000 pairs of rubbers a year with a view to forcing down prices.

The Skandinaviska Gummi A.B., Viskafors, has a capital of 2,430,000 kronor and employs about 470 workers. All categories of rubber goods are manufactured, but the chief production is footwear.

The Upsala Gummifabriks A.B., Ulvsunda, with a capital of 915,000 kronor and a hundred workers, produces principally rubber tires and technical goods.

The last-mentioned company was established in 1917, but all the other companies were in existence before the war.

The production of rubber footwear by the Swedish factories amounted in 1924 to 4,743,300 pairs of a total weight of 5,469,000 pounds, as compared with an output of 3,542,000 pairs in 1913.

The Swedish production of rubber tires is relatively small, this product being manufactured only by the Trelleborg, Viskafors, Gislaved, and Upsala companies. In addition the Nordiska Overmanring A.B., Stockholm, with a capital of 200,000 kronor, produces solid tires.

The Trelleborg and Upsala companies are the chief Swedish producers of rubber belting and other technical goods, but these lines are also manufactured in the Viskafors and Gislaved factories.

Rubber balls and other soft rubber goods are manufactured and exported by the Hälsingborg company.

Surgical rubber goods are made by the Viskafors factory and by the well-known Stille-Werner Company of Stockholm. The Viskafors and Trelleborg companies produce rubber gloves.

Waterproof clothing is made by the Trelleborg company and also by the Norrkopings Regnkladers och Presenningsfabrik A.B., Norrköping (capital 300,000 kronor).

Rubber flooring is manufactured by the Viskafors, Trelleborg, and Gislaved companies. These three companies also produce ebonite, of which there is an increasing export from Sweden.

TRADE IN RUBBER FOOTWEAR

The consumption of rubber footwear in Sweden is very large, but the competition of the domestic factories and the duty prohibit any considerable importation of rubber footwear from foreign countries.

The public in general show a decided preference for the domestic rubber footwear, which is of excellent quality and finish. The Swedish taste in rubber footwear is very conservative. The people will only buy the stiff-backed "galoshes" after the style produced by the Russian factories before the war, to which they have become accustomed. They do not like as a rule the tight-fitting American rubbers. It is also claimed that the Swedish rubbers are manufactured in better shapes and that the finish is better, being more brightly polished.

One American rubber manufacturing company is making stiff-backed galoshes and selling these in the Swedish market, but the other American and Canadian companies are not doing so.

Just after the war, when the people were not so particular as to what they bought, the American firms did a good business in rubber footwear with Sweden, one company having a turnover of 600,000 kronor a year. Recently, however, the competition of the Swedish factories has restricted American and Canadian sales to a few special lines.

The duty on rubber footwear imported into Sweden is 1.20 kr. per kilogram or 14.6 cents a pound, while rubber-soled canvas shoes pay a duty of 1.50 kr. per kilogram or 18 cents a pound.

In addition to the protection afforded by the duty, the Swedish manufacturers have the advantage that they can keep stocks all over the country and can allow retailers to change goods. This the importing houses are unable to do. The Swedish manufacturers are able to grant generous credit terms. They also do extensive advertising, some companies allotting for this purpose a sum equivalent to 5 per cent of their turnover.

The Swedish rubber manufacturers are reported to have made good profits from the protection afforded them against foreign competition. A cartel of the leading producers was formed in 1912 to avoid price cutting in the home market. The co-operative organization has been bringing pressure to bear upon the manufacturers to reduce prices. They succeeded in securing one drastic cut in prices, the retail price of men's rubbers being reduced from 8.50 to 6.50 kr. per pair. As the co-operative union could not bring the manufacturers to make further reductions, they resolved to purchase one of the largest rubber footwear factories in Sweden, as already mentioned above.

IMPORTS OF RUBBER FOOTWEAR

The Swedish trade returns give a total import of rubber footwear in 1926 amounting to 191,887 kg. of a total value of 977,062 kronor. This does not include rubber-soled canvas shoes, which are included under the general heading of "other footwear". The United States was the chief source of supply for the rubber footwear imported in 1926, the total value of the imports from

that country being 375,690 kronor. Norway and Great Britain came next with 186,402 kronor and 185,002 kronor respectively.

The chief openings for the sale of imported footwear in Sweden are presented in such lines as canvas shoes with rubber soles, high rubber boots, and black overshoes.

The Swedish factories make very good rubber-soled canvas shoes and do some export business in this line. The American and Canadian canvas shoes are preferred to shoes from all other sources of supply, but the high duty of around 18 cents a pound makes business very difficult. One Stockholm importer with a stock of 5,000 pairs of Canadian canvas shoes reported that sales were very slow.

Knee- and thigh-high rubber boots for use in the lumber districts of Northern Sweden present one of the best openings for Canadian rubber footwear manufacturers in this market. Very few of the Swedish factories can turn out good top boots. A plain black unpolished cheap line is the chief seller, as the population in the north of Sweden is mostly poor. Price and utility therefore are the chief considerations for trade with the Swedish lumber districts. Canadian top rubber boots have been introduced and are meeting with a steady demand, owing to their good quality and suitability to conditions.

There might also be a limited opening for the sale of plain black overshoes and snow boots from Canada to Sweden. The domestic factories turn out very attractive styles of overshoes and Russian boots in a variety of shapes and colours, so that it is only in the plain black lines that the imported article could compete.

GRANTING OF CREDIT

Credit terms are essential if Canadian firms wish to do any business with Sweden in rubber footwear. Otherwise it is impossible for the importer to compete against the well-organized sales distribution of the Swedish factories. The usual terms are three months net with a discount of 2 or 2½ per cent for payment within thirty days. It is stated that importers have frequently to wait six months for their money. Terms of thirty days' credit, granted by some Canadian companies, are reported to be a handicap to sales and a restriction of turnover.

TRADE IN TIRES

The Swedish import trade in rubber tires is largely in the hands of the leading producing companies in the United States, Great Britain, France, Germany, and Italy. Most of these companies have their own branch organizations in Sweden, through which they distribute tires to dealers all over the kingdom. This applies to two of the principal United States companies. Two other American concerns are represented by agents in Stockholm, while a fifth entrusts the supervision of their Swedish business to the branch office of the company in Copenhagen.

Extensive advertising in the Swedish press is conducted by nearly all the leading producers. In the case of the American companies the advertising expenses are shared equally between the parent company and the branch organization or agent.

The duty on rubber tires for bicycles and motor cycles imported into Sweden is 1.60 kr. per kilogram or 19.5 cents a pound, while rubber tires for motor cars are subject to a duty of 1.20 kr. per kilogram or 14.6 cents a pound.

The sizes of the tires imported into Sweden are the usual sizes used in European countries having the metric system of weights and measures.

It would be difficult to introduce a new brand of Canadian tires to the Swedish market unless the manufacturers were prepared to spend a considerable sum on advertising and to grant their representatives credit and other facili-

ties, which would enable them to compete with the other producers who maintain branch offices in Sweden. The credit terms for tires are in general similar to those granted for rubber footwear, although the branch organizations extend fairly long terms of credit to dealers.

The following table gives the imports of tire casings from the different countries in 1926:—

Swedish Imports of Outer Automobile Tires

Country of Origin	Quantity Kilogrammes	Value Kronor
United States	742,599	4,455,594
Great Britain	186,004	1,116,024
France	160,797	964,782
Germany	59,275	355,650
Italy	28,713	172,278
Belgium	22,038	132,228
Denmark	9,084	54,504
Other countries	5,662	33,972
Total	1,214,172	7,285,032

The above table shows that over half of the tire casings imported into Sweden last year were supplied by the United States. The imports credited as coming from Denmark would be re-exports of foreign tires from that country.

Bicycle and motor cycle tires are imported into Sweden mostly from Great Britain and France. One British and one French manufacturer are stated to supply three-fourths of the bicycle tires imported. The Swedish factories are stronger in this line than in automobile tires. In 1926 the total imports of outer bicycle tires amounted to 478,722 kg., valued at 2,513,291 kronor, of which Great Britain is credited with 1,032,050 kronor, Denmark with 462,499 kronor, France with 455,375 kronor, Germany with 198,403 kronor, and the United States with 136,815 kronor.

The imports of solid tires in 1926 came to 93,924 kg. of a total value of 349,244 kronor. Of this sum 128,909 kronor were supplied from Great Britain, 123,186 kronor from the United States, and 72,134 kronor from Holland.

TRADE IN OTHER RUBBER GOODS

Canadian manufacturers have been successful in securing Swedish orders for rubber belting in face of keen competition from the domestic factories and from the producers in Great Britain, the United States, and Germany. The best quality of rubber belting is said to be supplied by Great Britain, while the German manufacturers offer keen competition in price.

The principal customers of imported belting are the large wholesale dealers in technical goods, who have branches in Stockholm, Gothenburg, and Malmö. These firms supply the different Swedish industries throughout the country. Credit terms of three months with the usual discounts for cash are said to prevail. The duty on rubber belting imported into Sweden is 0.35 kr. per kilogram or 4.26 cents a pound.

The total imports of rubber belting into Sweden in 1926 amounted to 234,278 kg. valued at 1,436,813 kronor. Norway was given as the source of supply of 50,236 kg. valued at 422,500 kronor. Great Britain supplied 64,276 kg. of a value of 350,165 kronor; the United States, 51,594 kg. valued at 279,324 kronor; and Germany, 42,647 kg. of a value of 225,825 kronor.

There is a fairly considerable importation of various kinds of rubber hose and tubing, but the German manufacturers do the largest trade. Spiral and armoured rubber hose is subject to a duty of 0.30 kr. per kilogram or about 3.65 cents a pound. Germany supplied 15,172 kg. out of a total import of 30,661 kg. of this kind of hose in 1926. Hose covered with woven fabrics is free of duty on importation into Sweden, but nearly all of this kind of hose imported in 1926 came from Germany. Other kinds of rubber hose and tubing

are subject to a duty of 0.50 kr. per kilogram or about 6 cents a pound. Denmark and France are given as supplying nearly all of the inner hose imported in 1926. Other rubber hose and tubing was imported in 1926 to the total value of 615,527 kronor, of which 218,070 kronor worth were imported from Germany, 178,225 kronor worth from Great Britain, and 132,199 kronor worth from the United States.

Imports of buffer soles and heels and similar rubber goods in 1926 amounted to 242,613 kg., the United States, Great Britain, and Germany being the important sources of supply. Imports of rubber mats in the same year totalled 27,114 kg., of which the United States supplied 11,047 kg. and Great Britain and Germany most of the remainder.

Rubber teats for milking machines are required in fairly considerable quantities in Sweden, but the demand is now fully met by the domestic factories.

The other rubber goods imported into Sweden are not of great interest to Canadian manufacturers. Rubber heels and soles for shoes are mostly supplied by the Swedish factories, but there is a small importation from Belgium and the United States. There might be an opening for the sale of composite soles from Canada. The leading Swedish manufacturer produces most of the rubber balls required, but there is an import of sporting balls from Great Britain and of other rubber balls from Germany.

Only ebonite products are imported into Sweden from Germany and France, the local factories covering the requirements for ebonite. There is a considerable importation of surgical rubber goods, rubber gloves, and seamless teats from Germany, which country is the leading supplier of these lines, although they are also manufactured to some extent in Sweden.

With regard to clothing articles, the best-quality trade for waterproof clothing is supplied by imports from Great Britain, while cheaper lines are imported from Germany. It would be difficult for other countries to compete for this trade. Waterproof clothing is also manufactured in Sweden by two firms.

There is a very large trade with Sweden in bathing caps and shoes from the United States and there would be a good opening for any Canadian manufacturer who could take up this line. Bathing caps are not made in Sweden and the demand is considerable, as there are plenty of facilities for bathing during the summer and the people are very fond of outdoor life. One United States concern does the largest trade and has a turnover of over half a million kronor a year. This firm produces bathing caps in a very attractive range of shapes and styles, the retail price ranging from 0.40 kr. upwards.

REPRESENTATION

The above completes the review of the trade in the different kinds of rubber goods imported into Sweden. There remains to be given some remarks regarding the best plan of canvassing for business with that market. It is advisable for Canadian manufacturers to have direct representatives in Sweden. This can be done either by appointing an agent to solicit orders from the trade for a commission of 5 per cent or by granting the exclusive representation to a firm of rubber goods importers, on whom the Canadian firm will draw for all goods shipped. The latter plan is usually the most satisfactory if a good connection can be formed. Above all, Canadian manufacturers should be warned not to entrust their representation for Sweden to a firm in another country. This is often done by exporters who do not consider the possibilities for trade large enough to warrant separate representation. Swedish firms, however, dislike dealing through representatives established in another country, so that a Canadian firm would only prejudice their chances for business by not arranging for direct representation in Sweden.

TAXATION OF FOREIGN FIRMS DOING BUSINESS IN GERMANY

TRADE COMMISSIONER L. D. WILGRESS

Hamburg, November 25, 1927.—Dr. Fritz Moses, formerly Judge of the High Court of Berlin, writing in *Transatlantic Trade*, the trade magazine of the American Chamber of Commerce in Germany, deals with the subject of German tax principles. The following extracts from his article should be of interest to Canadian firms who have been seeking enlightenment on this subject:

A non-resident firm is subject to the German income tax on its "inland income". This is, as far as merchandising activities are concerned, income from a trade for which a "commercial establishment" (Betriebsstätte) is entertained, or a "permanent representative" appointed.

What is to be considered a Betriebsstätte and what a permanent representative has been, and still is a matter of much discussion in Germany and can be determined only for each particular case by a careful consideration of the administrative regulations and the decisions of the tax court. Here a few cases will be outlined in order to illustrate the principles governing this matter. Profits of a branch are always taxable. Merchandise sent on consignment to a broker, agent, or forwarding carrier and kept by them together with their own merchandise does not make the foreign firm taxable, because the merchandise on consignment is then considered part of the agent's Betriebsstätte. But in a case where the stock of merchandise is kept separate and distinct from the other merchandise of the broker or agent and is cared for by special employees, whose wages are refunded by the non-resident firm to the German agent, there will be constituted a Betriebsstätte on the part of the non-resident. Thus recently, the Reichsfinanzhof, the highest German court for tax controversies, held that a non-resident tobacco dealer who kept a permanent stock of tobacco in a public warehouse in the name of a forwarding carrier under circumstances as outlined above was subject to the income tax.

Although a non-resident firm may not become taxable for keeping a consignment stock with an agent, he may have to pay income tax because the agent is considered his "permanent representative". As the word "permanent" indicates, there cannot be any tax obligation if the non-resident transacts business with the German firm only occasionally without an agreement for a continuous relationship.

The law does not exclude generally from taxation profits on transactions made through a German broker or commission agent, if the broker is to be considered a permanent representative; i.e. if the foreign firm has an agreement with the German broker for the permanent transaction of business during a longer period. In that respect the German law differs from the English. The English tax law excludes from taxation business carried on through a broker or general commission agent or through an "agent who is not an authorized person carrying on the non-resident's agency", but subjects to the income tax otherwise profits of all transactions habitually made, when Great Britain is the country where (1) the contracts are made, (2) the merchandise is delivered, (3) payment is effected.

However, in spite of the difference in the law itself, the practice is about the same. The German authorities hardly ever impose taxes upon a foreign firm, if the business is carried on through a German broker, an independent merchant, not an employee of the foreign firm, and if the books show, for the German firm, a reasonable profit on which it pays income tax. In these cases, the tax authorities are usually satisfied with subjecting the profits of the German agent to the income tax; and thus, the German taxation in practice works out so that it is similar in effect to the English tax provisions:

"Profits from trade for which a permanent representative is appointed" have been included in the law as taxable only since 1922 as far as corporations, and since 1925 as far as individuals and partnerships are concerned. There is cause to believe that this addition was made not so much to enlarge the circle of tax subjects, as to have a stronger weapon against those German commission houses which, through "doctoring" their books, are showing no profits.

Germany is anxious to regulate the whole question in a way which will make international trading easier and avoid double taxation for any form of transaction selected by the foreign firm. To this end, it has already concluded various treaties with European countries, but so far no agreements have been made with the United States.

There are hardly any fixed rules for ascertaining the profits of those transactions which are subject to taxation. If the foreign firm submits the necessary data from its own books in a proper statement, these figures will be recognized. Otherwise, an assessment may be made based on a percentage of the turnover. The percentage to be applied for ascertaining this profit is in the tax authorities' discretion. If the taxpayer believes it to be unfair, he has the possibility of having the decision re-examined by the superior officials, as well as before special tax courts. I may mention here that the English method of ascertaining the profits is about the same.

POSSIBLE OPENING FOR BIRCH STAIR RODS IN NORTH OF ENGLAND

TRADE COMMISSIONER HARRY A. SCOTT

Liverpool, November 22, 1927.—With the falling off some years ago in the demand for brass stair rods, manufactured mainly in the Birmingham district, a quite considerable business has developed in this country for wooden stair rods. These rods are supplied in lengths from 22 inches up to 31 inches, to fit the various widths of the carpets used on staircases, and are made usually in quadrant or angle shapes, although more fancy designs are sometimes employed. As far as could be ascertained during the course of a recent inquiry in this area, only oak stair rods are being sold. Nearly all the firms interviewed stated that oak was the only wood which could be used for this purpose since there was an established preference for it.

While under these conditions it must be admitted that the prospects are not encouraging for Canadian exporters, one firm have expressed a willingness to consider the possibilities of developing a demand for stair rods made from birch wood, for which they think a trade might be developed if an inducement in price could be given to persuade customers to try birch in place of oak, since it should compare favourably in appearance. The firm in question require rods in lengths of 22, 26, and 30 inches, in angle shapes and rough stained as per sample sections which have been sent to the Department of Trade and Commerce, Ottawa, for the inspection of interested manufacturers. For rods similar to samples prices would have to be 23s. (\$5.60) or less, if possible, per gross rods, delivered to warehouse Liverpool for the 26-inch lengths. While these importers would consider the possibility of staining the rods at their own establishment, they do not think it would be a practical proposition for the present unless a Canadian manufacturer could offer at much cheaper prices, which might allow them profitably to undertake this work. Admittedly, the quantity which this firm could take to begin with would be decidedly small, in view of the established position of oak rods on this market, but any Canadian firms prepared to follow up this inquiry might eventually develop a substantial trade in birch, if it could be demonstrated that this wood is as suitable as oak. The attention of interested firms is accordingly drawn to Trade Inquiry No. 1210 appearing in this issue on page 872.

WEST OF ENGLAND ECONOMIC SITUATION

TRADE COMMISSIONER DOUGLAS S. COLE

SOUTH WALES

Bristol, November 26, 1927.—The barometer of trade in South Wales is the coal industry. Owing to economic conditions and despite a recovery in the volume of coal exports, production is fully 150,000 tons per week below what is necessary to give average regular employment in the district.

Colliery owners in South Wales are planning to adopt a system of stabilizing coal prices which will come into effect at an early date. As outlined, the scheme will not prevent an increase or decrease in production; all coal owners will pay 6 cents per ton into a pool on their allocated output. This money will be used to recompense colliery owners who owing to various reasons have fallen below their agreed output. It is understood that about 90 per cent of the owners are behind this voluntary scheme.

The Prime Minister stated recently that the troubles of the coal mining industry were mainly economic, depending upon the world's supply and demand.

He further stated his belief that Government intervention cannot do anything to revive the trade except by fostering such measures as they thought would tend to restore trade at home.

Like the coal industry, the tinplate manufacturers are attempting to organize a scheme for the stabilization of prices, which it is stated is endorsed by 90 per cent of the manufacturers.

BIRMINGHAM AREA

In the Birmingham area there is considerable activity in the motor car and motor cycle trades. Considerable business has been secured from the Commercial Vehicles Show which should go a long way to helping trade during the next six months. Conditions in the engineering tool trades are rather good, and this in the past has always proved a healthy sign. On the other hand, reports from Coventry are somewhat pessimistic, the purchasing power of the public being stated as definitely lessened to the point where lowering prices for motor cars is not reacting as anticipated in a sufficient increase in purchases.

COST OF LIVING AND UNEMPLOYMENT

The cost of living is still rising and is six points more than at the beginning of June. This is not serious, however, as June registered the lowest at any time since the Armistice. The cost of living is now seven points below the point recorded at the corresponding date in 1925. The upward curve of the unemployment graph continues, but is not very pronounced as yet. In the West of England traders and commercial travellers state that business is the worst it has been in years.

LORD BEAVERBROOK'S TRUSTIFICATION SCHEME

Lord Beaverbrook has formulated a scheme for the trustification of the English coal industry which has aroused much interest. The failure of the coal trade to improve its position he regards as responsible for the largely increased total of unemployment and as such it is becoming a public issue.

The proposal in brief is to amalgamate all existing collieries and their business off-shoots into one vast company or, as he terms it, a "100 per cent trust." The great advantages to be derived are:—

- (1) Greatly reduced charges through a common selling organization;
- (2) Under unified management the advantage of common buying;
- (3) The unification in the development in the coal seams in Britain;
- (4) The saving effected in transportation as the present system of shifting coal about the country is excessively costly;
- (5) The abolition of redundant directors.

Through his paper, *The Daily Express*, he contends that the present system of selling leads to a grave waste of energy and money which results in many cases in forcing prices down below their legitimate level. It is pointed out that the existing collieries reckon their profit or loss on each ton they produce by the price of coal at the pit-head. The trust selling direct to the coal user, the manufacturer or the producer of electrical power would reckon its selling price at what a ton can be sold to the consumer.

Lord Beaverbrook's scheme has aroused much sympathy, but the present selling organizations of the coal trade occupy a strongly entrenched position.

MARKET FOR GRAMOPHONES IN SCOTLAND

MISS C. J. McNICHOL, OFFICE OF THE TRADE COMMISSIONER

Glasgow, November 26, 1927.—A recent investigation of this market reveals that there are opportunities for Canadian gramophones in Scotland. Purchases of Canadian gramophones of the console and consolette types have been made by a Glasgow firm. These instruments have hitherto been unknown in Scotland. They were found to compare very well with those of other makers, both in tone and finish of cabinet, and also in price, the latter being an important factor.

If any Canadian manufacturers would care to send, say, three samples to the office of the Canadian Government Trade Commissioner, 87 Union street, Glasgow, together with c.i.f. Glasgow prices, inspection of them by the trade will be invited. The minimum of benefit which the Canadian manufacturer would derive from the experiment would be the sale of their samples at not less than cost price, and the furnishing of reasons why, should that turn out to be the case, the instruments cannot be marketed profitably.

JAMAICA'S PROSPEROUS CONDITION

F. L. CASSERLY, OFFICE OF THE TRADE COMMISSIONER

Kingston, November 30, 1927.—Jamaica is more prosperous to-day than it has been at any time during the past century, not even excepting the brief period of post-war inflation, during which an abnormally large volume of trade was counterbalanced by a very high cost of living. This exceptional prosperity is due in the main to the absence of hurricanes and to the fact that more rain has fallen in the island during 1926 and 1927 than during any two years of the past half-century, leading to a considerable increase in production, chiefly of bananas and sugar, the two principal items of the colony's export trade. As will be seen below, decreases in some cases relatively substantial have occurred in respect of certain minor products; but the net gain in value and in output is unmistakable. The resulting rise in the community's spending power, due to the freer circulation of money, is reflected in considerably greater imports as compared with 1925 and previous years. The following figures relating to exports of bananas, sugar and its by-product rum, which in a normal year account for about 65 per cent of the island's total export trade, will serve to illustrate this point:—

		Calendar Year 1925	Calendar Year 1926	Jan.-Sept. 1926	Jan.-Sept. 1927
Bananas.	Count stems	15,017,422	18,301,410	14,802,559	16,395,657
	£	1,510,625	2,072,155	1,709,365	1,755,942
Sugar	Cwt.	754,313	963,091	937,400	977,520
	£	544,671	654,736	635,436	778,151
Rum.	Imp. gallons	1,121,332	693,435	545,111	593,442
	£	234,479	89,521	74,690	59,345
Aggregate values of these items	£	2,289,775	2,816,412	2,419,491	2,593,438

It will be seen that, despite the heavy decline in exports of rum since 1925, the aggregate values of Jamaica's chief items of export have since then risen progressively. There is considerable fluctuation in the output of rum from year to year. Of late overseas markets for this commodity have been much depressed, and when sugar prices are good the tendency in Jamaica is to make more sugar and less rum.

By the close of the present year banana exports will probably have reached the unprecedented figure of twenty million count stems. Land suitable for growing this fruit is greatly in demand, and cultivation is being pushed forward at a rate which brings to mind the banana boom early in the present century,

when the possibilities of large-scale production were for the first time widely realized in Jamaica. The increase in sugar production is also noteworthy. Ten years ago an annual output of 30,000 tons was regarded as distinctly good for Jamaica, but to-day that figure has been more than doubled. The crop for the present year—i.e. from January to August, when practically all the grinding is done—is authoritatively estimated at 62,138 long tons, with 14,111 puncheons of rum. The estimate for 1928 is 64,050 long tons of sugar and 13,291 puncheons of rum. (A puncheon contains about 110 imperial liquid gallons.) Actual production in 1925 and 1926 was as follows:—

	Sugar (Long Tons)	Rum (Puncheons)
1925	44,891	8,118
1926	56,452	16,772

These figures have been compiled by the Jamaica Imperial Association—a body thoroughly representative of local sugar interests: no statistical department exists in Jamaica. With regard to other products, the following returns of exports during the same periods as stated above are of interest:—

	Calendar Year 1925	Calendar Year 1926	Jan.-Sept. 1926	Jan.-Sept. 1927
CoffeeCwt. (112 lbs.)	104,016	66,420	44,800	51,508
£	485,087	290,739	197,773	191,594
CopraLbs.	3,509,211	9,682,834	8,012,931	7,219,950
£	40,877	96,647	81,235	63,270
CocoanutsNo.	26,380,697	23,040,616	15,895,059	23,719,141
£	154,122	103,378	67,651	110,127
GingerCwt. (112 lbs.)	21,297	27,403	24,723	24,778
£	68,684	71,640	64,806	59,726
PimentoCwt. (112 lbs.)	122,891	77,306	36,001	58,495
£	201,423	190,017	74,363	179,169
LogwoodTons	22,385	30,239	24,795	18,259
£	79,970	104,992	86,394	60,573
Logwood (extra)Pkgs.	8,310	7,197	5,621	7,465
£	102,033	74,830	58,303	78,090
Aggregate values of these items £	1,132,196	932,243	629,525	742,549

The only items showing substantial decreases below 1925 are coffee and pimento; but the decline revealed by this table is more than outweighed by the increases in exports of bananas and sugar. Thus even in 1926, when shipments of coffee and pimento were very much less than in 1925, Jamaica's total export trade was worth £4,236,855 as compared with £3,915,000 for 1925 and £3,122,961 for 1924. Coconuts and copra (the latter being dried coconut meat) should be considered together; a decrease in coconut exports is usually compensated for by an increase in those of copra. Also, logwood and its extract form practically one commodity.

IMPORT TRADE

The value of Jamaica's import trade for the periods chosen for purposes of comparison were as under:—

Calendar Year 1925	Calendar Year 1926	Jan.-Sept. (incl.) 1926	Jan.-Sept. (incl.) 1927
£5,386,435	£5,365,950	£2,469,722	£2,624,371

It will be observed that the small falling-off in 1926 as compared with 1927 has been much more than made good in the first half of 1927. The increase in the latter half of that year is expected to be still more substantial, since more business is now being done than in the period from January to June last. Nearly all commodities show increases, but the following are the most noteworthy:—

Imports, Half-year ending June 30

Boots and shoes	Doz. pairs	19,182	22,884
	£	68,779	79,892
Cotton piece goods	Yards	8,971,206	9,545,695
	£	216,942	196,296
Fish, dried, salted	Lbs.	5,713,429	8,008,415
	£	114,269	126,312
Milk, condensed	Lbs.	1,694,394	1,936,587
	£	52,455	58,055
Gasolene	Gallons	1,236,467	1,710,703
	£	90,283	119,016
Flour	196-lb. sacks	116,939	152,543
	£	295,867	256,041

The total value of the colony's import trade was £4,827,074 in 1924.

PUBLIC FINANCE

Import duties being the Jamaica Government's most considerable single source of revenue, it is not surprising to find the colony's prosperity reflected in the state of the public exchequer, as will be seen from the subjoined table showing collections by the Central Government under the chief heads:—

Revenue for Six Months ending September 30

	1926	1927
Import duties	£ 45,524	£506,941
Package tax	27,783	31,894
Excise duties on rum	108,221	120,353
Income tax	11,617	16,234
Stamp duties	32,029	49,900
Total excise and internal revenue (including rum duties as above)	248,170	286,056

It is estimated that by the end of the present financial year (March 31, 1928) collections of import duties will not only have reached, but also probably will have exceeded, the sum of one million pounds sterling—a figure that has never yet been attained in respect of import duties in any financial year in Jamaica. The public accounts show that on April 1 last a surplus of £125,406 was brought forward. Between that date and the end of August last the Government had collected from all sources revenue to the amount of £858,678 and had spent £749,815. It will be seen therefore that the public exchequer is in a very favourable position. Collections and disbursements during a similar period of 1926 were £709,161 and £745,514 respectively.

GENERAL INDUSTRIAL ACTIVITY

The recent heavy rains have damaged roads and bridges to the extent of perhaps £30,000, but this loss is inconsiderable in view of the Island's general prosperity. In the course of the next few years the Government plans to spend about £160,000 in building new and improving already existing roads. The reconstruction of Kingston's thoroughfares is still proceeding; building activity continues unabated in the suburbs. The increased demand for transportation has brought the motor bus to Jamaica; several already ply between the city and outlying districts. The Jamaica Public Service Co., Limited, which owns and operates the tramway and lighting systems, plans to establish a regular motor bus service to work in conjunction with the tramways. It also will probably soon be offering a specially low rate on electric power for cooking purposes, and with lower rates the demand for domestic electrical appliances, hitherto restricted by the relatively high cost of power—an inevitable drawback when the number of consumers is small—should greatly increase.

The Jamaica Banana Producers' Association, Ltd., a subsidiary of the original Producers' Association, formed for the purpose of negotiating for the sale of bananas on behalf of its members, on lines more or less similar to those of farmers' co-operatives in North America, has lately—according to current report—come to terms with a group of American fruit interests with a view to selling in Canada and the United States. Not much is heard now of the original proposal to establish a direct line of steamships, with the financial support of the Jamaica Government, to carry bananas to England. Meanwhile the prices paid for bananas by the several companies operating in Jamaica are higher than they have been for a long time, being from 4s. 6d. to 5s. per count stem.

A local hardware and lumber company is being formed with, it is reported, an authorized capital of £60,000, of which £50,000 has up to the present been subscribed. Through the purchase about a year ago of the three leading firms by a British syndicate, the hardware and lumber import trade in Jamaica is now practically a monopoly. Doubtless the business prospects offered by the importation of Canadian Douglas fir have not escaped the notice of the new company's promoters who comprise several prominent business men.

EMPIRE SHOPPING WEEK IN JAMAICA

TRADE COMMISSIONER P. W. COOK

Kingston, December 2, 1927.—The unusual prosperity which Jamaica is this year experiencing has been well reflected in the success of Empire Shopping Week. The greater part of the business community has supported the movement with enthusiasm, and the outward manifestations, such as window dressing, trade floats and so forth have, in their number and in the care which has gone into their design, exceeded all expectations. Over seventy floats took part in the carnival procession advertising British and Canadian goods.

The office of the Canadian Trade Commissioner, in co-operation with the Bank of Nova Scotia, the Royal Bank of Canada, and the Canadian Bank of Commerce, entered a float designed to advertise Canada's chief contributions to the island's trade. This took the form of a Canadian-made truck, on which was built a superstructure of Douglas fir. The truck was suitably decorated and on it was conspicuously grouped and labelled such Canadian commodities as newsprint, foodstuffs, dairy products, preserved meats, beverages, shingles, cement, and electrical supplies, together with a few specimens of Canadian fauna.

Canada was represented commercially by ten separate entries. Several of these were motor cars and motor vehicle tires of Canadian manufacture, and various brands of foodstuffs, such as flour and condensed milk, were conspicuously displayed.

TRINIDAD EMPIRE SHOPPING WEEK

ACTING TRADE COMMISSIONER R. T. YOUNG

Port of Spain, November 14, 1927.—The second annual Empire Shopping Week to be held in this colony was concluded on November 5. Generally speaking, from the point of view of placing directly before the public goods of Empire origin, it may be considered to have been a success.

A full program of events of a competitive nature was arranged by which consumers were induced to direct their powers of observation to window displays. The principal event of this nature was the judging by the public of the best-dressed window, in which competition practically every merchant was entered. However, in nearly all cases the goods displayed in the windows were

usually of such a mixed nature that for no one particular line was the full advertising value obtained. Goods manufactured in the United Kingdom in almost all cases were those most prominently displayed, and herein the Canadian exporter and manufacturer lost a splendid opportunity in not assisting his agent to make a showing which would impress upon the consumer Canadian products and brand names.

Another and a new feature this year, which was perhaps the most popular, was a decorated lorry parade advertising Empire products. First prize in this event went to the Shell Oil Company, while second prize was awarded the local agent of the Rugby (Durant Star) car, who displayed one of these touring cars on a decorated lorry, prominently advertised as made in Canada. Third prize was awarded to a float displaying Empire grocery products. The only other Canadian entries were by Gutta-Percha, depicting the old lady who lived in a shoe of nursery rhyme fame, and Marvens Limited.

Too much stress cannot be laid on the value of local advertising, which after all is the idea behind Empire Shopping Week. British and foreign firms have kept a steady trade through adequate publicity, and in a market where competition is so keen and brand names mean so much it is only fair to the exporter's representative that he be assisted by judicious publicity. A number of Canadian firms have always advertised, but in the aggregate Canadian advertising has been casual and insufficient.

It should be an accepted principle among Canadian manufacturers and exporters entering these markets that a reasonable sum must be set aside for newspaper publicity, and agents, as in Canada, should be in possession of an adequate supply of advertising matter. In Port of Spain there are two daily newspapers with a wide circulation throughout the colony and other British West India islands. In these media a regular display advertisement, not necessarily large, would prove of great assistance in holding and increasing sales.

TRADE CONDITIONS IN NEWFOUNDLAND

J. A. STRONG, JUNIOR TRADE COMMISSIONER

III

BANKING

The banking business of Newfoundland is almost entirely in the hands of four Canadian banks—Bank of Montreal, Royal Bank, Bank of Commerce, and the Bank of Nova Scotia—with branches in St. John's and the main out-ports. The Bank of Montreal act as the Government's financial agents. The Newfoundland Savings Bank, operated by the Government, is confined to a savings department.

The currency consists of one- and two-dollar notes issued by the Government, silver coins of fifty, twenty-five, twenty, ten, and five cent denomination, and copper coins of one cent. Notes of the Canadian banks doing business in Newfoundland are in current use.

DISTRIBUTION AND STEAMSHIP SERVICES

St. John's, the chief distributing centre for the island, lies almost mid-way between Montreal and Liverpool and New York, is equally accessible, and has direct steamship connections to all three. Thus importers have a choice of three large markets, and for this reason business is most competitive and price is always a prime consideration. The business of this Dominion is in the hands of a small number of large houses, most of which have been long-established in St. John's and several have branches in New York and London. These firms are very conservative and are strongly British in sentiment.

The business houses in St. John's combine the functions of importer, wholesaler and retailer. They send their own buyers to Europe and the United States and Canada, handle all imports themselves, sell wholesale to the outports and operate comparatively large departmental stores, several of which have branches in Grand Falls, the second city of importance on the island.

The steamship service between St. John's and Cornerbrook and foreign ports has been greatly improved within the past two years by the addition of several new modern steamships, and sailing schedules have been fairly well maintained.

The Canadian Government Merchant Marine, Ltd., operate a steamer from Montreal which performs the regular service between Montreal, Charlottetown and St. John's. The Canada Steamship Lines and the Lakefield Shipping Company also had steamers in the service. These steamers also called at Prince Edward Island. None of them, however, carried passengers. The Clarke Steamship Company operate a service from Montreal and Quebec to Cornerbrook. Regular schedules are maintained and both freight and passengers are carried.

The regular service between New York, Halifax and St. John's is operated by the Red Cross Line, and a weekly schedule is maintained.

The Farquhar Steamships Ltd., maintain a service from Halifax and Sydney to the important outports of the south and west coasts of Newfoundland in addition to a service between Halifax and St. John's. The Newfoundland Government operate a service between Port-aux-Basques and North Sydney, where connections are made with Canadian railroads for points in Canada.

The improvement in steamship connections between Canadian and Newfoundland ports in recent years has been very great; and these connections should be a large factor in increasing the Dominion's share in the import trade of the island. Importers who formerly sent their buyers only to New York are now arranging their itineraries to include Canada. On the other hand, some criticism was expressed regarding the fact that regular sailing schedules were not maintained on certain lines, so that dates of delivery of goods shipped in such cases were most uncertain. Deliveries on dates specified are most important in this market as the wholesale dealers in St. John's order goods on strength of purchases made from them by outport merchants. In such cases the goods do not necessarily go to St. John's but are shipped direct. A delay of one day at the Canadian port may mean two weeks' delay in arrival at final destination.

A further effect of the improvement in steamship connections with foreign ports is the growth of direct trade with the outports. Formerly practically the entire import requirements of the colony were purchased by firms in St. John's and distributed from that port. The smaller merchants can now make their purchases direct, so that manufacturers should send their representatives not only to St. John's but to the more important outports as well. While the growth of such an outport as Cornerbrook is principally due to the pulp and paper industry, its importance as a distributing centre especially for the west coast of the island cannot be overlooked.

The improved passenger service which is now being maintained is reflected in the growing number of tourists, especially from Canada, who visit Newfoundland each year. In this way the country is becoming better known and the possibilities of selling Canadian goods realized to a greater extent.

Sentiment in Newfoundland is strongly in favour of the purchase of Empire goods, and Canada—on account of her comparative proximity and the fact that styles in vogue there appeal to the public more than those of the United Kingdom—should reap the benefit. The Newfoundlander, however, it should be noted, is discriminating as well as conservative in his buying.

Attention is directed to the fact that a surprisingly large number of Canadian firms address mail to "Newfoundland, Canada"—a practice which, no

doubt due to carelessness on the part of office staffs, is none the less offensive to the Newfoundlander and inimical to Canadian interests. The practice of Canadian firms making a stipulation when an agency is secured from a United States or United Kingdom concern, that Newfoundland be included in their territory along with Canada, thus necessitating the payment of a toll by importers to an outside firm, is one that is the cause of considerable resentment. There would be less feeling if Canadian firms referred to made any attempt to cater to the Newfoundland trade, but in the majority of cases this is not done.

The market in Newfoundland for any particular commodity may appear limited in extent as compared with some other foreign markets, yet it may be depended upon to absorb with little variation a substantial volume each year, once a firm establishes a reputation for producing a consistently good product. The demand for what may be termed luxury goods is limited because of the distribution of wealth in this Dominion, the percentage of the inhabitants with large incomes being small. The bulk of the demand in imported goods is for clothing and foodstuffs, and as agriculture is practically non-existent, the latter is the more important.

The comparatively close proximity of Newfoundland to the leading industrial centres of Canada makes possible a procedure similar to that adopted towards the various provinces in the Dominion itself. The exporter should have direct representation either through commercial travellers who would make periodic visits to Newfoundland, or have a permanent agent located there. Importers have a wide choice in possible sources of supply, so that a little personal care in regard to details of shipments should go far towards creating an impression favourable to Canadian products. Prompt deliveries are essential.

Canada now has the greatest share in catering to Newfoundland's import requirements. Conditions there are favourable to an increase in that share, and it is only required that Canadian firms give it attention commensurate with its importance as an export market.

TRADE OF THE AFRICAN SUB-CONTINENT

TRADE COMMISSIONER G. R. STEVENS

[Former reports in this series have been published serially in Nos. 1216-1223 and Nos. 1232 and 1233, and dealt with political divisions and population; production and natural resources; water communications of the countries; the distribution systems of Central and East Africa; customs tariffs; documentation; and confirming houses, finance and terms of payment; trading licenses; advertising; and trade returns of the Rhodesias and Southwest Africa.]

Central African Group: Mozambique and Nyasaland

It is impossible to give a precise review of the trade conditions in the Central African group of Colonies. With the exception of Nyasaland, the trade returns of none of them are up to date. In some cases they are several years behind. Moreover, the Portuguese colonies are not fiscal entities, there being two tariff monopolies as well as a national tariff in Mozambique and a Congo Basin Agreement as well as a national tariff in Angola. Consequently there are no complete statistics of imports available, and a sum of the entries under the various tariffs would result in great duplication. In addition, the statistical classifications of the Belgian and Portuguese territories leave much to be desired, there being little detail or differentiation. Finally, the franc and the escudo have fluctuated so greatly during the past few years that monetary values convey no accurate impression of the extent of trade.

It is therefore only proposed to review the situation in this group in general fashion. The distribution systems in the majority of instances are so haphazard, and the commercial communities so limited, that no interests would be served by an attempt at greater detail.

PORTUGUESE EAST AFRICA

In the case of this colony, trade statistics are available for 1926 for such territories which are under the National Government. For such territories as are under Chartered Companies, the statistics for 1925 are available in the case of the Mozambique Company, but no recent statistics are available for the territory of the Chartered Compagnia Do Niassa. For general purposes, however, the following figures may be taken as a roughly accurate summation of the trade returns of all tariff divisions of Portuguese East Africa:—

	1925		1924	
	Contos	Dollar Equivalent at 100 Escudos to the Libra	Contos	Dollar Equivalent at 100 Escudos to the Libra
Imports	275,338	\$13,766,900	343,740	\$17,187,000
Exports	166,207	8,310,350	200,073	10,002,250
Total domestic trade	441,545	\$22,077,250	543,813	\$27,189,250
International Transit Trade—				
Imports . . . . .	.....	.....	862,431	43,121,530
Exports	908,649	45,432,450	.....	.....
Re-exports in tranship- ment	191,748	9,587,400	216,252	10,812,600
Grand total trade..	1,541,942	\$77,097,188	1,622,496	\$81,123,400

The above figures illustrate the importance of the transit trade through Loureneo Marques and Beira for the Union of South Africa, Northern and Southern Rhodesia, Belgian Congo, and Nyasaland. This transit trade is roughly twice as great as the entire local trade.

Of the imports for domestic consumption, approximately 78 per cent are for territories under the National Government and the remainder is divided between the areas controlled by the two Chartered Companies.

Of the exports, about 85 per cent originate in territories under the National Government. These percentages are only approximate, as it is almost impossible to reconcile the various statistics obtainable from the different sources.

STATE OF TRADE

The trade of Portuguese East Africa is dominated by the financial position, and the financial position is dominated by the endeavours of the Government to support a State Bank whose note issues are incontrovertable into world currencies. The inflation of the escudo has cheapened it so that all business would be transacted on a sterling basis if such procedure were not forbidden by the Portuguese East African administration. As it is, the escudo circulation in 1925 was thirty times greater than in 1914, and its progressive depreciation has made commerce in such medium almost impossible.

While the Lisbon Government has come to the aid of the colony on a number of occasions, making heavy loans for the purpose of stabilizing the exchange, these loans seem to be absorbed without appreciably affecting the situation, and insofar as Canadian business is concerned, sterling represents the only medium of exchange which can be relied upon. Moreover, debts are practically uncollectable upon any except British concerns in this colony at present, and the course of trade must be governed by this condition.

It should be noted, however, that during 1927 a marked improvement in the escudo has occurred with a diminished discount on sterling. Nevertheless, for the present, Canadian trade in this colony should be conducted with the above remarks in mind.

EXPORTS

The available statistics indicate that there was a falling off in the export trade of the colony of approximately 15 per cent in 1925 over 1924; but on

account of the extreme fluctuation of exchange, this percentage is only approximate. Nevertheless there was slightly less tonnage of the principal products shipped during 1925. Sugar showed a marked decline, the exports dropping from 36,167 tons to 22,912 tons. Among other crops, raw cotton showed a small decline, and the exports of ground nuts were halved; on the other hand, considerable increases occurred in the exports of maize, sisal and cotton seed. It is understood that during 1926 the acreage of all principal crops has increased.

IMPORTS

There are no available statistics for the total imports of the colony during 1926, but as the territories under the national tariff absorb approximately 80 per cent of the total imports, the following figures, which exclude territories governed by chartered companies, may serve as a rough guide:—

	1926		1925	
	Contos	Dollars	Contos	Dollar Equiv.
United Kingdom	84,045	4,202,250	117,443	5,872,150
Portugal	32,320	1,606,000	38,012	1,900,600
South Africa	36,660	1,833,000	33,021	1,651,050
Germany	35,848	1,792,400	31,571	1,578,550
United States	17,906	895,300	18,565	928,250
Other countries	47,362	2,368,100	31,078	1,553,900
Total	254,141	12,697,050	269,690	13,484,500

The imports of foodstuffs are of no great importance as the native population subsists upon indigenous supplies. Small quantities of flour and condensed milk, and a considerable trade with South Africa in potatoes, summarises the extent of the general foodstuffs imports. In Beira and Lourenco Marques, where there are European populations, the demand is analogous to that of the Union; but as a whole, the colony is self-sufficient in vegetables, meats, fish-stuffs and cereals.

As in other primitive territories, the cotton piece goods trade is the most important single business, and these textiles in demand are of a type which Canada does not manufacture. This trade is monopolized by Great Britain in all except the coarser qualities, which are supplied from India. An important subsidiary import, however, that of cotton blankets, is fairly well distributed between Holland, Belgium, and Portugal. There is no other textile trade of any importance, and the only haberdashery or furnishing item which is prominent in the trade returns of this province is that of boots and shoes, which likewise are supplied from Portugal.

Among metal products and building materials, there were heavy imports during 1926 of a number of machinery and agricultural items. These imports, however, were not for general distribution; they represented purchases by concessionnaires for their own use. Such business is usually placed by the offices of such concerns in Lisbon or London, and seldom if ever could orders for such goods be booked in the colony. The backward nature of the territory is evidenced by the automotive imports, only 84 vehicles having been brought in during 1925. The value of wines imported was almost six times as great as that of motor cars.

The statistics, incomplete as they are, show the preponderant influence of Great Britain in the trade of this territory. As mentioned in earlier sections of this report, the exploration and initial development of Portuguese East Africa was carried out under British auspices and the industrial, commercial and traffic communities still have extensive British affiliations. While Portugal, through the medium of various preferences, supports the sale of her goods, her range of manufactures is not extensive enough to challenge British predominance. Only in wines, tinned foodstuffs, boots and shoes, and proprietary articles does Portuguese competition become marked.

The considerable South African trade arises through the advantage of proximity, as well as through the intimate relationships which exist between the Mozambique and Union commercial communities. Coal is probably the greatest single trade, but quantities of South African flour, potatoes, cement, and timber are likewise imported. Rhodesia also ships a certain amount of coal, foodstuffs and tobacco into Portuguese East Africa. Germany is a competitor in mining machinery, cutlery, agricultural implements, cement, and in a limited range of cotton piece goods. The trade of the United States is restricted to automotive supplies, oils, and agricultural implements. Belgium competes strongly with Great Britain in primary iron and steel products, and France enjoys a moderate share of the trade in motor cars, proprietary articles, and wines and liquors.

CANADIAN TRADE

No Canadian business of any dimensions could be traced in Portuguese East Africa. As Lourenco Marques and Beira are optional calls for the Canadian-South African steamship service, transshipment is often necessary at Durban, and this added charge injures the possibility of business in staple requirements such as flour and cement, in which Canada is in a particularly favourable position to compete. Beyond a few shipments of flour, some Canadian tinned fish, and small quantities of agricultural implements, the Mozambique market has been untouched by Canada in the past. It is improbable that the near future holds any great possibilities for the majority of Canadian manufactures, but Canadian exporters of the principal requirements as indicated in this report would be well advised to seek selling connections in this territory.

[In an earlier section of this report—see *Commercial Intelligence Journal* Nos. 1222 and 1223—Mr. Stevens made concrete recommendations regarding methods of selling goods in Portuguese East Africa.]

NYASALAND

In common with other British colonies, the Nyasaland trade returns are up-to-date and comprehensive. The principal statistics for the past two years are as follows:—

	1926		1925	
	Imports	Exports	Imports	Exports
Food, drink, tobacco	£ 74,571	£522,026	£ 45,498	£412,561
Raw materials	22,474	124,023	6,676	129,459
Manufactured goods.	651,198	.....	507,739	.....
Miscellaneous	42,811	25,037	31,741	22,905
Total	£791,054	£661,086	£591,654	£564,925

The increase both in imports and exports (18.7 per cent in exports and 33.7 per cent in imports) is in keeping with the trend of Nyasaland trade during the past five years. During that period the total trade of this Protectorate has increased by no less than 53 per cent. The unfavourable trade balance is a new feature in Nyasaland returns, and was due, during the year under review, to the bad weather which destroyed a considerable portion of the food crops, and the break in cotton prices, which resulted in a much lower return from a considerably larger acreage than in the preceding year. In summarizing the outlook for the future, the Comptroller of Customs in his report for 1926 states:—

Prospects of trade for the forthcoming year are bright and an optimistic view can be taken of the future. Native trade will be better than ever. The large sums of money which have been, and will be, put into circulation in the purchase of native-grown crops of tobacco, cotton, and (this year) maize will continue to swell the demand already created for better-quality cotton manufactures and blankets, cheap lanterns and hollow-ware, and

last, but by no means least, bicycles and sewing machines. It may be mentioned here that the incidence of native trade goods is upwards of 40 per cent of the total imports. Largely increased importations of the lighter agricultural machinery and motor vehicles (especially power lorries to be used as feeders to the railway) are anticipated.

EXPORTS

In 1926 tobacco comprised 61 per cent of the total exports, cotton 20 per cent, sisal and tea about 8 per cent each. There were no other export crops of any particular importance. Under the impetus of Imperial preference, tobacco production is extending very rapidly; in the last three years the shipments to Great Britain have increased sixfold. Cotton production was stationary during the year under review. The break in prices resulted in a slight restriction of acreage; moreover, a heavy carry-over from the former season was released when it became evident that prices were not going to improve.

Sisal and tea are still little more than experimental crops. The popularity of tea cultivation, however, is very marked, and it is anticipated that within five years tea will be one of the Protectorate's important industries.

At present almost the entire exports of Nyasaland (97.6 per cent of their total value) are absorbed by Great Britain.

IMPORTS

The very marked increase in the imports of food, drink, and tobacco (from £45,498 in 1925 to £74,571 in 1926) is largely accounted for by the failure of the maize crop in the Protectorate. The imports of grains and flours rose from £3,431 in 1925 to £22,242 in 1926. This trade, however, does not interest Canadian suppliers, as most of the increased imports consisted of maize and maize meal for native consumption. Nevertheless, considerable increases are likewise to be noted in a number of articles of European consumption such as beers and spirits, provisions of all sorts, and sugar. The volume of none of these imports, however, is sufficient to warrant the attention of Canadian shippers at present.

Among raw materials, coal and timber showed the chief increases. The requirements in both items are furnished from contiguous territories such as Rhodesia and Portuguese East Africa.

Among manufactured articles, the imports of cotton piece goods were up by almost 50 per cent, but a corresponding decrease was to be noticed in the imports of native blankets. Very considerable increases occurred in the majority of important metal goods items. The sales of agricultural implements, machinery, and motor cars advanced sharply, illustrating the prosperity of the planters. A more diversified demand in almost every department of the metal goods trade was to be noted, which pointed to the emergence of the native as an intelligent purchaser.

It is difficult to discover the precise percentage of Nyasaland trade which is held by the various suppliers, as a large portion of her purchasing is done ex stocks at her entrepôt of Beira, and in Nyasaland customs returns such items are not credited to their country of origin. During 1926 Great Britain supplied approximately 45 per cent of all direct imports and probably another 10 per cent through Portuguese East Africa. Portuguese East Africa is the second supplier, with 17 per cent of the total trade. India furnished about 12 per cent of the imports, her share largely composed of cotton piece goods; Germany about 6 per cent; and the United States about 4 per cent of the total. All foreign suppliers are interested in the native goods trade, the European and industrial requirements being almost entirely supplied by Great Britain.

The only imports from Canada which show in the Nyasaland returns are a few motor cars, and this business has now passed to South African assembly plants. There are comparatively few items of Canadian manufacture for which there is any great demand in the Protectorate at present. It would be as well, however, to remember this territory as one of the richest in all Africa in its potentialities, and with the growth of its buying power a market for many Canadian commodities will be created.

ITALY'S FOREIGN TRADE

ASSISTANT TRADE COMMISSIONER HENRI TURCOT

[Lira, when referred to in this report, indicates paper money.]

VALUE OF TRADE

Milan, November 18, 1927.—The foreign trade returns for the first eight months of the year show imports amounting to 14,541,300,000 lire, whilst the value of exports for the same period was 10,208,400,000 lire. The following tables give the details for every month in millions of lire, together with the figures for the corresponding months of 1926, and the results of these comparative figures.

Imports

	(In Millions of Lire)		
	1927	1926	Difference
January	2,046.8	1,947.8	+ 99.0
February	1,961.7	2,241.3	— 279.6
March	2,161.6	2,417.1	— 255.5
April	1,920.3	2,459.6	— 539.3
May	1,829.4	2,473.2	— 643.8
June	1,905.5	2,720.6	— 815.1
July	1,477.1	2,044.3	— 567.2
August	1,238.9	2,008.8	— 769.9
	14,541.3	18,312.7	— 3,771.4
			or 20.5 per cent

Exports

	(In Millions of Lire)		
	1927	1926	Difference
January	1,177.4	1,142.0	+ 35.4
February	1,340.4	1,391.3	— 50.9
March	1,410.8	1,471.6	— 60.8
April	1,336.3	1,426.6	— 90.3
May	1,286.4	1,346.4	— 60.0
June	1,422.1	1,697.3	— 275.2
July	1,143.8	1,329.9	— 186.1
August	1,091.2	1,689.3	— 598.1
	10,208.4	11,494.4	— 1,286.0
			or 11.2 per cent

Summary

	(In Millions of Lire)		
	Imports	Exports	Adverse Trade Balance
January-August, 1926	18,312.7	11,494.4	— 6,818.3
January-August, 1927	14,541.3	10,208.4	— 4,332.9
Difference	— 3,771.4	— 1,286.0	— 2,485.4
	— 20.5%	— 11.2%	— 36.5%

These figures confirm the trend observable throughout the year, i.e., a decline in the value of imports considerably in excess of the moderate decline in the value of exports, and therefore a distinct improvement in favour of Italy's

trade balance. The pessimistic forecasts current some months back have thus been disproved, and the economic position of the country has gained by the increased purchasing power of the lira.

TONNAGE

It must be remembered that from January to August, 1926, the lira fluctuated between a minimum point of 123 and a maximum point of 141 to the pound sterling, whilst in the course of the same period this year it dropped from 111 to 89. The extent to which the decline in the value of exports in lire is due to the revaluation of the lira, rather than to the smaller volume of goods handled, may be gauged by the following figures showing in metric tons the volume of Italian imports and exports for the two periods under consideration:—

Imports

	1927 (In Metric Tons)	1926	Difference
January	2,293,883	1,987,288	+ 306,595
February	2,223,454	1,769,011	+ 454,443
March	2,483,741	2,324,913	+ 158,828
April	2,283,385	2,424,514	- 141,129
May	2,511,983	2,614,424	- 102,441
June	2,278,014	2,412,148	- 134,134
July	2,252,287	2,029,673	+ 222,614
August	1,971,006	1,815,930	+ 156,076
	18,297,753	17,377,901	+ 919,852 or 5.3 per cent

Exports

	1927 (In Metric Tons)	1926	Difference
January	290,278	279,246	+ 11,032
February	349,393	306,935	+ 42,458
March	382,856	353,553	+ 29,273
April	352,156	307,363	+ 6,528
May	371,801	365,273	+ 44,793
June	437,473	435,950	+ 1,523
July	388,630	423,897	- 35,267
August	313,233	387,508	- 74,275
	2,885,820	2,859,755	+ 26,065 or 0.9 per cent

During the first eight months of 1927 the volume of Italian imports increased by 919,852 metric tons (5.3 per cent) and its exports by 26,065 metric tons (0.9 per cent) as compared with the corresponding period of 1926. The increased purchasing power of the lira resulted in both imports and exports showing an increase in tonnage, while their value in lire diminished. In the first eight months of 1926, a ton of imported goods cost an average price of 1,053 lire and a ton of exported goods sold at an average price of 4,053. In the corresponding period of 1927, imported goods were bought at an average price of 794 lire and exported goods sold at 3,540.

The figures below show in what proportion the principal items of Italy's imports and exports have increased or decreased in volume from January to August, 1927, as compared with the first eight months of 1926:—

Imports (increases).—Food products (10 per cent); oil, grain (18 per cent); stones, chinaware, glass (6 per cent); chemical products (5 per cent).

Imports (decreases).—Textiles (13 per cent); metals (33 per cent); lumber (3 per cent).

Exports (increases).—Oilseed (46 per cent); textiles and products (15 per cent).

Exports (decreases).—Metals and their products (22 per cent); lumber (21 per cent); chemical products (41 per cent).

Judging from the above, Italy from January to August, 1927, bought more food products, finished and semi-finished products and less raw materials, and sold a larger quantity of raw materials and finished products than in the same period of 1926.

Trade With Canada

The figures for Canada's trade with Italy for the first six months of this year show that there was a great improvement in Canada's exports to Italy as compared with the same period of 1926, while only a slight advance was noticed in Canada's imports. Hereafter follows a summary of these figures which are based upon statistics furnished by the Dominion Bureau of Statistics, at Ottawa:—

	1926		1927	
	Imports	Exports	Imports	Exports
January	\$ 195,421	\$2,389,505	\$ 250,972	\$ 3,768,746
February	238,030	606,205	264,556	2,894,175
March	265,030	744,308	380,188	3,320,239
April	870,190	4,909,399	199,078	104,966
May			346,153	910,704
June			315,355	3,186,072
	\$1,568,671	\$8,649,417	\$1,756,302	\$14,184,902

Canada increased her favourable balance of trade from \$7,080,746 for the first six months of 1926 to \$12,428,600 in 1927—an advance of \$5,346,854 over the previous period. The Dominion's exports to Italy were increased this year (January-June) by \$5,535,485, while imports from Italy showed an advance of \$181,631.

The value of the chief Canadian products exported to Italy from January 1 to June 30, 1927, the figures for the same months in 1926 being within parentheses, were: wheat (\$7,001,955) \$11,947,420; wheat flour (\$76,741), \$151,658; canned salmon (\$221,782), \$393,734; asbestos (\$139,194), \$150,470; lead in pigs, refined lead, etc. (\$117,343), \$57,069; cattle hides and skins (none), \$18,520; sulphite, bleached wood pulp (\$470,080), \$656,342; codfish, machines and parts, lumber, medicinal plants, rubber footwear and others (\$622,322), \$809,689.

Wheat was the commodity in which the most important advance was made. Exports were valued this year (January-June) at \$11,947,420 as against \$7,001,955 for the corresponding period of 1926—an increase of \$4,945,465. Canned salmon showed also an appreciable advance, having passed from \$221,782 in the first half year of 1926, to \$393,734 in the corresponding period of 1927. The value of lead decreased, but in general increases were noticed in Canada's exports to Italy in the first six months of 1927 as compared with the corresponding period of 1926.

On the imports side, the value of the principal items for the period considered is found hereafter, the figures for 1926 being within parentheses: felt hats (\$194,265), \$188,665; canned vegetables (\$34,022), \$32,714; lemons (\$165,010), \$51,318; olive oil (\$79,959), \$99,005; cheese (\$52,658), \$53,419; silk fabrics (\$132,840), \$107,773; buttons of vegetable ivory (\$27,279), \$24,532; and others (\$882,638), \$1,198,876.

From January to June, 1927, increases and decreases were noticed in Canada's imports from Italy, but our total imports show an advance of \$187,671 over the first six months of the previous year.

PAPER IMPORTS INTO SHANGHAI

TRADE COMMISSIONER L. M. COSGRAVE

Shanghai, November 4, 1927.—Imports of paper into Shanghai constitute over 50 per cent of China's total, and form an excellent guide to the general trend of trade in this commodity.

In view of the increased interest in Canada's possibilities by importers and the recent efforts of Canadian mills to meet China specifications, the following figures of imports for the first six months of 1927 with ruling market prices will no doubt be of interest to Canadian manufacturers.

Cigarette Paper.—Cigarette paper on bobbins or rolls was imported to the value of 13,360 Haikwan taels as compared with 10,092 in 1926 and 6,893 in 1925. This paper is imported chiefly from Japan in rolls of 4,000 mm. The average price for 30 millemetres width is approximately 6s. 1½d.

Art Paper Enamelled.—Art paper, enamelled on one or both sides, was imported to the value of 28,723 Haikwan taels, as compared with 35,765 in 1926 and 23,722 in 1925. Present market quotations c.i.f. Shanghai are approximately £38 per ton of 2,240 pounds.

Common Printing Paper.—Common printing paper was imported to the value of 136,396 Haikwan taels as compared with 214,273 in 1926 and 94,832 in 1925. The demand for this type of newsprint is increasing faster than any other class of paper with the exception of M.G. Cap. Specifications preferred in China are in sheets 31 by 43 inches, weight 37 pounds per ream of 500 sheets. Present market price c.i.f. Shanghai varies between £16 10s. and £17.

The 50-gram type in reels is quoted at £15 5s. to £15 10s. c.i.f. Shanghai by Scandinavian mills.

Flint Paper.—Flint paper shows an increase over the previous two-year periods with a total of 2,755 Haikwan taels as against 1,894 in 1926 and 2,137 in 1925. Average price of this class of paper is from 11s. to 11s. 3d. per ream c.i.f. Shanghai.

M.G. Cap.—M.G. Cap, made chiefly of mechanical wood pulp, also shows an increase over the half year, with a total of 104,582 Haikwan taels as compared with 91,982 in 1926 and 41,897 in 1925.

This type is preferred in sheets of 25 x 44 inches, weight 16½ pounds per ream of 500 sheets. This specification is known as "China Cap" to the trade. At the present time importers report heavy overstocks. Prices have declined in the past two months from £26 10s. per ton to £20 c.i.f. Shanghai. New offerings therefore are not likely to be considered until present stocks are cleared, which it is anticipated will take some months.

Paper Packing and Wrapping, including Kraft.—Packing, wrapping and kraft paper showed a decided increase, with a total of 35,417 Haikwan taels as compared with 30,096 in 1926 and 6,256 in 1925. The type at present being imported is chiefly from Scandinavia, and is selling at approximately £21 10s. per ton c.i.f. Shanghai. There is no demand at present for better grades.

Paper Printing, Wood Free.—Wood free printing paper was imported to the value of 54,996 Haikwan taels for the half year as compared with 65,793 in 1926 and 51,386 in 1925. Present quotations c.i.f. Shanghai are approximately £27 per ton.

Pergamyn, Bank Note and Grease-Proof.—Pergamyn, bank note, and grease-proof papers were imported to a value of 352,954 Haikwan taels as compared with 212,230 in 1926 and 299,667 in 1925. There is at present a steady demand for Pergamyn paper in sheets of 20 x 13 inches, weight 13

pounds per ream of 500 sheets. Average prices quoted by Continental mills are: £45 if bleached, approximately £39 if half bleached, and £37 if unbleached.

The above market prices may be of assistance to Canadian shippers in considering the possibilities of the China market.

(An analysis of the Paper Trade of China for 1926 was published in No. 1244 of the *Commercial Intelligence Journal*.)

IRISH FREE STATE INDUSTRIAL AND COMMERCIAL PROPERTY (PROTECTION) ACT, 1927

TRADE COMMISSIONER F. W. FRASER

Dublin, November 25, 1927.—The Industrial and Commercial Property (Protection) Act, 1927, was passed by the Oireachtas of Saorstát Éireann on May 20, 1927. This Act is described as "An Act to make provision for the granting of patents for inventions, the registration of designs and trade marks, and the definition and protection of copyright in Saorstát Éireann."

By an Order of the Executive Council those parts of the Act dealing with patents, designs and trade marks came into operation on October 1, 1927.

The general provisions of the Act are moulded upon and follow generally the existing British law, which it replaces in Saorstát Éireann.

Patents.—Section 29 of the Act deals with the effect of existing British patents, and provides that patents granted in London prior to October 1, 1927, shall be deemed to be patents granted under this Act.

Designs and Trade Marks.—Sections 66 and 89 of the Act deal respectively with the registration of (1) Designs, and (2) Trade Marks registered in the Patent Office in London at the coming into force of the Act (October 1, 1927), and provide that the person who is for the time being registered in the Patent Office in London as the proprietor of a design or trade mark which is registered in that office at the commencement of this part of this Act shall, on complying with certain conditions, be entitled at any time within six months after the coming into force of the Act to have such design and trade mark registered under this Act in Saorstát Éireann.

Copyright.—This part of the Act, which came into operation on August 1, 1927, deals with the definition and protection of copyright in An Saorstát.

Copies of the Act may be purchased through Messrs. Eason & Son, Ltd., 40 Lower O'Connell street, Dublin. Price 2s. net, plus 2d. postage.

BRITISH MERCHANDISE MARKS ACT

An application has been made under the British Merchandise Marks Act, 1926, for enquiry as to whether an order should be made to require marks of origin on imported tooth brushes, trunks and bags, typewriter carbons, glue and gelatine, and enamel zinc sheets. The Committee will consider whether these articles should be marked on sale or exposure for sale, and they may at their discretion also consider whether the goods should be marked on importation.

MONTSERRAT CUSTOMS FORMS

New information has been received from the Collector of Customs, Montserrat, concerning the form of invoice and combined certificate of value and of origin required for shipments to be entered under the preferential tariff in that colony. According to this report the procedure announced in *Commercial Intelligence Journal* No. 1244, of December 3, 1927, page 804, to the effect that the certificate of value and of origin should be attested to in British countries before a collector or other officer of customs, need not be followed. The forms acceptable in other British West Indian colonies may therefore be used for Montserrat.

TARIFF CHANGES AND CUSTOMS REGULATIONS

United Kingdom Condensed and Dried Milk Regulations

Mr. J. C. Macgillivray, Acting Canadian Trade Commissioner in London, writes as follows under date November 23:—

In *Commercial Intelligence Journal* No. 1230 (August 27) there was published the draft amendment to the regulations governing the sale of Condensed Milk in the United Kingdom. The confirmatory order, which has just been issued, postpones the dates of coming into operation of the amendment to May 1, 1928, in so far as imported goods are concerned, and to September 1, 1928, otherwise.

A similar order has been made bringing into effect the draft regulations in respect to dried milk, published in the *Journal* of September 10 last. The date when this amendment comes into force has been deferred to September 1, 1928.

A supply of copies of both the above Statutory Orders is available at the Department of Trade and Commerce, Ottawa.

The main object of these amendments is to ensure that in the labelling of condensed and dried skimmed milks greater prominence shall be given to the words "Unfit for Babies".

Marking of Matches for Great Britain

Paragraph 16 of Statutory Rules and Orders, 1927, No. 863, issued by the Commissioners of Customs and Excise in Great Britain, relates to the marking of boxes of imported matches. The paragraph reads: "No person shall import or cause to be imported any matches or shall make entry of any imported matches, unless each container in which the matches are contained bears a notification with respect to the minimum contents of the container or with respect to the average contents of the containers in the consignment in question."

Jamaican Tariff on String and Twine

Information received by mail from Mr. P. W. Cook, Trade Commissioner in Jamaica, concerning the tariff changes announced in last week's issue of the *Commercial Intelligence Journal*, page 837, shows that cordage in the new list of tariff items does not include string and twine. String and twine therefore would apparently be still dutiable at 15 per cent ad valorem British preferential tariff (applicable to Canada) and at 20 per cent ad valorem general tariff. Cordage was formerly dutiable at these rates also, but under the revised tariff the rates are 1½d. per pound British preferential tariff and 2d. per pound general tariff. The new item which specifies cordage, the Trade Commissioner reports, is for the purpose of protecting a local industry.

Postponed Enforcement Italian Fish Marking Regulations

With reference to the announcement in *Commercial Intelligence Journal* No. 1238 of October 22, 1927, page 589, concerning Italian fish-marking regulations, Mr. Jean J. Guay has cabled that the enforcement of the new regulations as affecting canned salmon has been postponed until June 3, 1928, for imports, and until September 3, 1928, for domestic sales. The original proposal was that the decree would be effective as from March 3, 1928.

BRITISH TRADE COMMISSIONERS IN CANADA

Canadian importers and others desirous of obtaining information regarding the export trade of the United Kingdom and British manufacturers desirous of representation in Canada are invited to communicate with the under-mentioned:—

The Senior British Trade Commissioner in Canada and Newfoundland, 1111 Beaver Hall Hill, Montreal, Que. Telegraphic address: "Britcom."

The British Trade Commissioner (for Ontario), 901-902 Bank of Hamilton Building, Toronto, Ont. Telegraphic address: "Toroncom."

The British Trade Commissioner (for Western Canada), 18 Commerce Building, Vancouver. Telegraphic address: "Vancom."

The Officer-in-Charge (for Manitoba and Saskatchewan), British Trade Commissioner's Office, 703 Royal Bank Building, Winnipeg. Telegraphic address: "Wincom."

FOREIGN EXCHANGE QUOTATIONS FOR THE WEEK ENDING DECEMBER 12, 1927

The Foreign Exchange Department of the Bank of Montreal has furnished the following statement of the nominal closing quotations for all the principal exchanges for the week ending December 12, 1927. Those for the week ending December 5, 1927, are also given for the sake of comparison.

Country	Monetary Unit	Parity	Week Ending December 5, 1927	Week Ending December 12, 1927
Britain	£	\$4.86½	\$4.8863	\$4.8896
Belgium	Belga	.1390	.1400	.1401
Czecho-Slovakia	Krone	. . . . .	.0296	.0296
Finland	Mark	.0252	.0252	.0252
France	Fr.	.1930	.0394	.0394
Holland	Florin	.4020	.4045	.4050
Italy	Lire	.1930	.0543	.0544
Spain	Pes.	.1930	.1650	.1675
Portugal	Esc.	1.0805	.0500	.0500
Switzerland	Fr.	.1930	.1930	.1934
Germany	Reichs Mk.	.2382	.2392	.2391
Greece	Dr.	.1930	.0133	.0133
Norway	Kr.	.2680	.2664	.2664
Sweden	Kr.	.2680	.2702	.2702
Denmark	Kr.	.2680	.2684	.2685
Austria	Schilling	.1407	.1412	.1412
Japan	Yen	.4985	.4595	.4598
Siam	Tical	.3709	.4500	.4500
India	Rupee	.3650	.3668	.3693
United States	\$	1.0000	1.0007	1.0010
Mexico . . . . .	\$	.4985	.4835	.4840
Argentine Rep.	Peso (Paper)	.4244	.4280	.4282
Brazil	Mil.	.5462	.1195	.1198
Jamaica	£	4.86½	4.8700	4.8800
British Guiana	\$	1.0000	1.00½—1.02½	1.01—1.02½
Barbados	\$			
Trinidad	\$			
Dominica	\$			
St. Kitts	\$			
Grenada	\$			
St. Vincent	\$			
Tobago	\$			
China	Taël	. . . . .	.6412	.6431
Batavia, Java	Guilder	.4020	.4036	.4040
Panama	Libra	4.8665	3.8600	3.8700
Singapore, Str. Settlement . . . . .	\$	.5678	.5662	.5700

TRADE INQUIRIES FOR CANADIAN PRODUCTS

Since the publication of the last *Commercial Intelligence Journal* there have been received the following inquiries for Canadian products. The names of the firms making these inquiries, with their addresses, can be obtained only by those specially interested in the respective commodities upon application to: "THE COMMERCIAL INTELLIGENCE BRANCH OF THE DEPARTMENT OF TRADE AND COMMERCE, OTTAWA," OR THE BOARDS OF TRADE AT ST. JOHN, HALIFAX, QUEBEC, SHERBROOKE, MONTREAL, TORONTO, WOODSTOCK, ST. MARY'S (ONT.), PORTAGE LA PRAIRIE, ST. BONIFACE (MAN.), WINNIPEG, VANCOUVER, NEW WESTMINSTER, AND PRINCE RUPERT; THE CHAMBERS OF COMMERCE AT BELLEVILLE, PETERBOROUGH, HAMILTON, ST. CATHARINES, STRATFORD, GUELPH, BRANTFORD, LONDON, ST. THOMAS, SARNIA, AND VICTORIA (B.C.); THE CHAMBRE DE COMMERCE, DISTRICT OF MONTREAL; BORDER CHAMBER OF COMMERCE, WINDSOR; THE CANADIAN MANUFACTURERS' ASSOCIATION OFFICES AT TORONTO, MONTREAL, WINNIPEG, EDMONTON, VANCOUVER, AND VICTORIA; AND THE KITCHENER AND WATERLOO MANUFACTURERS' ASSOCIATION, KITCHENER (ONT.).

Foodstuffs

1180. FOOD PRODUCTS.—A firm of commission agents in Oslo, Norway, would be interested to act as agents for Canadian exporters of bulk food products.

1181. FOOD PRODUCTS.—A firm of agents in Stockholm, Sweden, with good connections in other articles, are desirous of representing first-class Canadian firms for various kinds of food products such as fresh apples, canned lobsters, and mild-cured salmon.

1182. FISH; BUTTER.—A commission agent in Port-of-Spain, Trinidad, is adding a provision department to his business, and is desirous of obtaining agencies for a number of Canadian exporters of foodstuffs, such as salt fish (cod and dried herring), canned salmon, butter, etc. Samples and c.i.f. prices in the first instance will save much time.

1183. REPRESENTATION.—Commission agent in Kingston, Jamaica, covering Jamaica and the West Indies generally, invites correspondence from Canadian exporters of foodstuffs of all kinds with a view to representation.

1184. BUTTER.—Commission agent in Jamaica wishes to represent a Canadian exporter of butter.

1185. EGGS.—A firm of distributors on the Northeast Coast of England, with an extensive retail connection, advise their willingness to consider offers of Canadian eggs.

1186. FRESH APPLES.—A commission agent in Stockholm is desirous of representing Canadian exporters of fresh apples.

1187. CANNED GOODS.—A firm of provision and canned goods distributors at Newcastle-on-Tyne, maintaining an extensive connection among retailers on the Northeast Coast, advise their willingness to entertain offers of various canned fruits, and also canned milk from Canadian exporters.

1188. CANNED GOODS.—A commission agent in Stockholm, Sweden, is interested in securing the agency of Canadian exporters of canned fruits and canned salmon.

1189. FISH.—A firm of commission agents in Jamaica would like to represent Canadian exporters of dried, pickled, and canned fish.

1190. DRIED AND SALTED FISH.—A Jamaican commission house would like to handle on consignment cargoes of dried and salted codfish and herring.

1191. DRIED FRESH HERRING.—A commission agent in Port-of-Spain, Trinidad, desires to be placed in touch with Canadian exporters of dried fresh herring. Exporters interested are requested to send samples and c.i.f. prices.

1192. OLEO STOCK.—A firm in Copenhagen, Denmark, specializing in products for the margarine industry, wish to get in touch with a Canadian firm who can deliver oleo margarine and oleo stock in good homogeneous qualities and also neutral lard.

1193. FLOUR.—Firm of Jamaican foodstuffs brokers are anxious to obtain the representation of a good Canadian flour mill.

1194. FLOUR.—A Jamaican commission agent would like to represent a Canadian flour mill.

Miscellaneous

1195. CORN OILCAKE MEAL.—A firm in Gothenburg, Sweden, are desirous of getting in touch with a mill able to supply corn oilcake meal having a minimum percentage of 20 per cent of albuminoids.

1196. PATENT MEDICINES.—Commission agent covering Jamaica and the West Indies generally would like to represent Canadian patent medicines house.

1197. HOSIERY (SILK AND ARTIFICIAL SILK).—A Liverpool firm are interested in receiving samples along with c.i.f. Liverpool quotations from Canadian manufacturers.

1198. HOSIERY.—Firm of Jamaican commission agents would like to represent a good Canadian hosiery house.

1199. UNDERWEAR.—A North of England firm who have extensive experience with American productions invite c.i.f. Liverpool offers from Canadian manufacturers of fleece-lined cotton underwear made up in styles suitable for the English market, in two-piece garments. Sizes generally required 34 to 44 inches.

1200. DRY GOODS.—Commission agent covering Jamaica and the West Indies generally invites correspondence from Canadian exporters of dry goods, clothing, etc., of all kinds, with a view to representation.

1201. BOOTS AND SHOES.—A firm of commission merchants in Port-of-Spain, Trinidad, desire to be placed in touch with Canadian exporters of boots and shoes. Exporters interested are requested to send catalogues and c.i.f. price lists.

1202. RUBBER-SOLED WHITE CANVAS SHOES.—A manufacturers' representative in Jamaica would like the agency of a Canadian manufacturer of these shoes.

1203. NEWSPRINT PAPER.—A party in Vienna, Austria, wishes to secure quotations from Canadian producers of newsprint paper for deliveries of 50 tons or more per month.

1204. CLOTHES PROPS.—A Liverpool hardware house is open to receive offers from Canadian manufacturers of softwood clothes props as follows: 9 feet long, $1\frac{1}{8}$ inches square, with depth of neck at top of clothes prop $1\frac{1}{2}$ inches, packed 24 to a bundle. Delivery would be required in May or June next year, and quotations desired per gross c.i.f. Liverpool.

1205. BROOM HANDLES.—A firm of handle importers in the North of England invite offers from Canadian manufacturers of softwood broom handles in sizes 48 inches by $1\frac{1}{8}$ inches and 50 inches by $1\frac{1}{8}$ inches. Quotations to be c.i.f. Liverpool.

1206. MOP HANDLES.—A North of England firm who import extensive quantities of handles are open to receive quotations from Canadian manufacturers for mop handles in lengths of 4 and 5 feet with diameter $1\frac{1}{4}$ inches. Would consider either pine or ash.

1207. HAY-RAKE HANDLES.—A North of England firm handling various types of handles are interested in receiving offers from Canadian firms in a position to quote c.i.f. Liverpool prices on ash hay-rake handles, in sizes 4, $4\frac{1}{2}$, 5, and $5\frac{1}{2}$ feet, shaped in the neck.

1208. HAY-FORK HANDLES.—A North of England firm of importers invite offers on ash fork handles in lengths as follows: 4, $4\frac{1}{2}$, 5, $5\frac{1}{2}$, and 6 feet.

1209. WOODEN HANDLES.—Irish Free State firm wish to communicate with Canadian manufacturers of tool handles of all kinds.

1210. BIRCH STAIR RODS.—A Liverpool firm of hardware merchants, at present handling oak stair rods, are interested in the possibility of developing a market for rods made from birch, and accordingly invite correspondence from Canadian manufacturers in a position to turn out rods similar to the samples on file at Department, in lengths from 22 to 30 inches.

1211. WOODEN HAY RAKES.—An Irish Free State firm would like to get in touch with exporters of wooden hay rakes.

1212. WOODEN WHEELBARROWS.—A firm in Liverpool are interested in importing general purpose Canadian wooden wheelbarrows, and invite correspondence from Canadian manufacturers in a position to quote c.i.f. Liverpool prices on barrows packed six to a crate. Would consider offers for painted and unpainted barrows.

1213. HONEY CASKS.—Jamaican firm wish to import honey casks from Canada.

1214. FELLING AXES; MANURE FORKS.—An Irish Free State firm desire to get in touch with Canadian exporters of above.

1215. PLOUGH SHARES.—A London firm of South African merchants inquire for the names of Canadian manufacturers of plough shares.

1216. FLAX FIBRE AND TOW.—A London firm would like to receive samples and quotations from Canadian exporters of flax fibre and tow.

PROPOSED SAILINGS FROM CANADIAN PORTS

(The sailing dates are approximate and subject to change without notice)

From St. John

To ANTWERP.—Canadian Inventor, Dec. 21; Canadian Explorer, Jan. 4; Canadian Planter, Jan. 18—all C.G.M.M.; Balfour, Canadian Pacific, Dec. 31.

To AVONMOUTH.—Concordia, Anchor-Donaldson, Dec. 22.

To BELFAST, LONDONDERRY, CORK AND DUBLIN.—Fanad Head, Head Line, Dec. 28.

To CARDIFF AND SWANSEA.—Canadian Britisher, Dec. 28; Canadian Mariner, Jan. 11—both C.G.M.M.

To GLASGOW.—Concordia, Dec. 22; Salacia, Jan. 20—both Anchor-Donaldson; Berwyn, Dec. 31; Bothwell, Jan. 14—both Canadian Pacific.

To LIVERPOOL.—Melita, Dec. 22; Minnedosa, Dec. 30; Montrose, Jan. 6; Montcalm, Jan. 13—all Canadian Pacific.

To LONDON.—Brecon, Dec. 24; Balfour, Dec. 31; Beaverburn, Jan. 7—all Canadian Pacific; Canadian Inventor, Dec. 21; Canadian Explorer, Jan. 4; Canadian Planter, Jan. 18—all C.G.M.M.; Bay State, Dec. 27; Ariano, Jan. 10—both Furness Line.

To HULL.—Bay State, Dec. 27; Ariano, Jan. 10—both Furness Line.

To MANCHESTER.—A steamer, Manchester Liners, Dec. 24, Jan. 7.

To HAMBURG.—Porsanger, County Line, Dec. 24; Cairngowan, Thomson Line, Dec. 29; Brecon, Dec. 24; Beaverburn, Jan. 7—both Canadian Pacific.

To ITALIAN PORTS.—Valeceruse, Lloyd Mediterraneo Italian Service, Dec. 25.

To SOUTH AND WEST AFRICAN PORTS.—Elm Park, Elder Dempster Line, Jan. 15.

To BERMUDA, ST. KITTS, ANTIGUA, MONTSERRAT, DOMINICA, ST. LUCIA, BARBADOS, ST. VINCENT, TRINIDAD AND DEMERARA.—Canadian Carrier, Dec. 31; Canadian Pathfinder, Jan. 14—both C.G.M.M.; Invernia, Dec. 28; Adolf Bratt, Jan. 11—both Pickford & Black; Terne, Ocean Dominion SS., Dec. 29.

To AUSTRALIAN AND NEW ZEALAND PORTS.—Ikala, New Zealand SS., Jan. 14.

From Halifax

To ANTWERP.—Canadian Inventor, Dec. 23; Canadian Explorer, Jan. 6—both C.G.M.M.

To CARDIFF AND SWANSEA.—Canadian Britisher, Dec. 30; Canadian Mariner, Jan. 13—both C.G.M.M.

To GLASGOW.—Rexmore, Furness, Withy, Jan. 3.

To LIVERPOOL.—Median, White Star-Dominion, Dec. 27; Kenmore, Dec. 31; Galtymore, Jan. 14—both Furness, Withy; Ascania, Cunard Line, Jan. 16.

To LONDON.—Canadian Inventor, Dec. 23; Canadian Explorer, Jan. 6—both C.G.M.M.; Bay State, Dec. 28; Ariano, Jan. 18—both Furness, Withy; Bolivia, White Star-Dominion, Dec. 28; Antonia, Cunard Line, Jan. 9.

To MANCHESTER.—Manchester Producer, Dec. 26; Manchester Division, Jan. 9; Manchester Citizen, Jan. 14—all Furness, Withy; Median, White Star-Dominion, Dec. 27.

To ST. JOHN'S, Nfld.—Kenmore, Furness, Withy, Dec. 31; Silvia, Dec. 27, Jan. 10; Nerissa, Dec. 20, Jan. 3—both Red Cross Line; Farnorth, Dec. 31, Jan. 14; Sambro, Jan. 6—both Farquhar SS.

To ST. PIERRE-MIQUELON.—Pro Patria, French Mail SS., Dec. 20, Jan. 3, Jan. 17.

To BERMUDA, BAHAMAS, JAMAICA AND BRITISH HONDURAS.—Canadian Fisher, C.G.M.M., Dec. 31.

To ST. KITTS, ANTIGUA, BARBADOS, TRINIDAD AND DEMERARA.—Canadian Runner, Dec. 23; Canadian Squatter (calls at Guadeloupe), Jan. 6; Canadian Otter, Jan. 20—all C.G.M.M.

To BERMUDA, ST. KITTS, NEVIS, ANTIGUA, MONTSERRAT, DOMINICA, ST. LUCIA, BARBADOS, ST. VINCENT, GRENADA, TRINIDAD AND DEMERARA.—Canadian Skirmisher, Dec. 30; Canadian Carrier, Jan. 13—both C.G.M.M.; Italia, Dec. 22; Invernia, Jan. 5; Adolf Bratt, Jan. 19—all Pickford & Black; Holland, Dec. 24; Terne, Jan. 7—both Ocean Dominion SS.

To NEW ZEALAND PORTS.—Canadian Challenger, C.G.M.M., Dec. 24.

To AUSTRALIAN PORTS.—Canadian Leader, Dec. 24; Canadian Cruiser, Jan. 14—both C.G.M.M.

To SANTIAGO (CUBA) AND KINGSTON (JAMAICA).—Caledonia, Dec. 28; Andalusia, Jan. 11—both Pickford & Black.

From Vancouver

To YOKOHAMA, KOBE, NAGASAKI, SHANGHAI, HONG KONG AND MANILA.—Empress of Canada, Canadian Pacific, Dec. 31.

To YOKOHAMA, KOBE, MIKE AND HONG KONG.—Talthybius, Blue Funnel, Jan. 10.

To YOKOHAMA, KOBE AND DAIREN.—London Maru, Osaka Shosen Kaisha, Jan. 17.

To HONOLULU, SUVA, AUCKLAND AND SYDNEY.—Aorangi, Canadian-Australasian Service, Jan. 11.

To MELBOURNE, SYDNEY AND BRISBANE.—West Carmona, American-Australian Orient Line, Jan. 14.

To AUCKLAND, WELLINGTON, DUNEDIN AND NAPIER.—West Nivaria, American-Australian Orient Line, Jan. 2.

To HAVRE, ANTWERP AND BORDEAUX.—Indiana, Jan. 3; Arizona, Jan. 17—both Cie. Gle. Transatlantique.

To MARSEILLES, BARCELONA, GENOA, LEGHORN, NAPLES, VENICE AND TRIESTE.—Rialto, Dec. 19; Leme, Jan. 6—both Navigazione Libera Triestina.

To MANCHESTER.—Pacific Commerce, Dec. 27; Pacific Enterprise, Jan. 13—both Furness (Pacific) Line.

To LIVERPOOL, SOUTHAMPTON, LONDON AND ROTTERDAM.—Nietheroy, Dec. 31; Drechtdyk, Jan. 13—both North Pacific Coast Line.

To LONDON, HAMBURG, ROTTERDAM AND ANTWERP.—Kinderdyk, North Pacific Coast Line, Jan. 3.

To TRINIDAD, BARBADOS AND GUADELOUPE.—Erik Frisell, Canadian Transport Co., Jan. 10.

To KINGSTON, JAMAICA.—Canadian Spinner, C.G.M.M., Jan. 11.

COMMERCIAL INTELLIGENCE SERVICE

CANADIAN TRADE COMMISSIONERS

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AUSTRALIAN DRIED FRUITS CONFERENCE

TRADE COMMISSIONER D. H. ROSS

Melbourne, November 16, 1927.—From a report submitted to the Federal Council of the Australian Dried Fruits Association at the recent conference held in Melbourne it was stated that 1927 was a record season for production of Sultana and Lexia raisins, though not quite up to 1924 production of currants. The bulk of the growers are included in the Dried Fruits Association, which packed 47,714 tons (of 2,240 pounds) as compared with 29,472 tons in 1926.

The total 1927 yield of vine fruits in Australia was 56,211 tons, comprising 38,863 tons of Sultanas, 5,891 tons of Lexias, and 11,457 tons of currants, of which the association controlled some 46,947 tons. It is anticipated that the surplus stocks of raisins held in London for realization will be cleared before the 1928 crop is available.

The much larger tonnage of currants and raisins shipped to Canada this year (aggregating to October, 1927, some 3,134 tons) was a source of gratification to the conference, and an increase in exports to the Dominion is hoped for after this year's shipments have gone into consumption and the quality has proved satisfactory to both importers and consumers.

The Canadian demand, for currants in particular, exceeded anticipations, with the result that, were supplies now available, the exports would be considerably larger. The conference emphasized the growing importance of the

Canadian trade made it essential that ample reservations must be made in future production to fill all demands from that market, and to ensure the desired continuity of supplies.

Despite the fact that, in September last, an unprecedented frost was experienced in considerable portions of the Victorian and South Australian vine areas, which will cause a substantial reduction in the 1928 crop, packing companies state that ample supplies will be available to fill all orders from Canada.

In the areas affected by frost are many ex-Australian soldiers engaged in intensive vine culture, hence an application has been made to both the Federal and interested State Governments for a temporary advance to relieve necessitous cases. Further, the Canadian procedure of frost insurance is commended for future seasons by establishing either a mutual fund or arranging for protective cover through the usual insurance channels.

WOOL PAYMENTS AGGREGATING £8,000,000

TRADE COMMISSIONER D. H. ROSS

Melbourne, November 16, 1927.—The liquidators of British Australasian Wool Realization Association have just made a distribution of approximately £8,000,000 (say \$38,880,000) to those entitled to participate in the results of the realization process. Forty mail bags containing some 55,000 cheques, addressed to all the Australian States, were sent to the Melbourne post office yesterday. The magnitude of this wide distribution is illustrated by the large number of cheques which required to be issued in the first payment made by the liquidators.

Before being placed in voluntary liquidation, Bawra (abbreviation for the association) made four distributions of funds. On July 30, 1921, 47.5 per cent of the face value of its priority wool certificates was paid off, the remaining 52.5 per cent being retired on May 18, 1922. The total of these two payments, together with the retirement of small interests and fractional payments, was £10,151,964. A distribution of 10s. a share, by way of reduction of capital, and totalling £5,924,021, was made on April 14, 1923. On February 12, 1924, a further distribution of 9s. a share, by way of reduction of capital, was made, representing a sum of £5,331,618.

The aggregate sum of the four distributions was £21,407,603. If to that sum there be added the two amounts involved in the liquidators' distribution, the total of the moneys made available through Bawra activities is brought up to £29,405,030.

This huge sum does not represent the full measure of financial advantage which accrued to Australian woolgrowers from the inclusion in the Imperial wool purchase contract of the provision that, should any profits result from wool sold for other than Government purposes, such profits should be divided equally between the British Imperial Government and the Australian woolgrowers. During the currency of the wool project the Central Wool Committee, on October 27, 1920, made a distribution of 5 per cent, which totalled £7,653,000.

The position therefore is that, over and above the agreed terms of the sale, namely, a flat rate basis of 15½d. (31 cents) per pound of greasy wool (plus charges f.o.b.)—which purchase money was paid within fourteen days of appraisement—additional distributions by the Central Wool Committee and Bawra (including skin wool trust funds) aggregate approximately £37,000,000.

The circulation of such a large amount of money will stimulate trade (especially after a somewhat dull period has been experienced), and should prove of material advantage to retail houses throughout Australia in the approaching Christmas season.

PROMISING OIL FIELDS IN QUEENSLAND

TRADE COMMISSIONER D. H. ROSS

Melbourne, November 16, 1927.—During the last two months considerable speculative excitement has been caused throughout Australia by reason of the promising prospects of boring operations for oil at Roma, in the southwestern portion of the State of Queensland. While a comparatively small quantity of high-quality oil has only so far been obtained at Roma, yet this discovery has marked a very important step forward in the search for oil in Queensland.

Even now, either as a producer of oil or gas, the capacity of the well has not been demonstrated, and it cannot be ascertained until further boring operations, with improved plant, are carried out. However, only at Roma has a sufficient quantity of oil been obtained to encourage a pronounced interest in stock exchanges, and to promote, more or less, "wild-cat" speculation. At any rate, the Roma oil field has aroused, to its full significance, the importance of the Commonwealth being independent of foreign sources of supply.

The offer of the Commonwealth Government of a reward of £50,000 for the discovery of oil in Australia was withdrawn in 1925, but under the Petroleum Prospecting Act of 1926 a sum of £60,000 was allocated for providing aid to persons or companies engaged in the search for oil and to assist in geological survey work.

The Government of Queensland's experienced geologists and expert well-borers are devoting research and much activity in prospecting for the discovery of oil in payable quantities, keeping in view the enormous requirements of the Commonwealth and the reward which is assured without seeking for outside markets.

CURRENT NEW ZEALAND IMPORTS FROM CANADA

ASSISTANT TRADE COMMISSIONER PAUL SYKES

Auckland, November 18, 1927.—Recently issued trade returns for the quarter ended September 30, 1927, indicate that New Zealand's imports from Canada for that period exceeded those of the previous quarter by £87,014, and of the same quarter of the previous year by £5,714. The total for the three months was £660,557, and of the first nine months of the current calendar year £2,069,941. This latter figure was less by £521,048 than the corresponding total of the year 1926, the decrease being accounted for mainly by the marked falling off in imports of motor vehicles, which had been unusually heavy during the first half of last year.

Total imports for the nine months ended September, 1926 and 1927, were £37,404,368 and £33,684,039 respectively, the decrease amounting to £3,720,329, or 9.9 per cent. Those from the United Kingdom declined by 6 per cent, imports from the United States by 18 per cent, and imports from Australia by 16 per cent. The decline of 20 per cent in purchases of Canadian goods has been characteristic of the general contraction in foreign trade and, while slightly more marked than in the case of the other chief sources of New Zealand's imports, appears as a decrease of less than 3 per cent if the trade in passenger motor cars and their chassis be excluded from the total. Moreover, considering the same four countries and the relation of the increase in volume of trade passing from them to New Zealand in the second and third quarters of the present year over the previous quarters, it appears that imports from the United States showed a decline of 10 per cent in the increases at the end of these two periods, imports from the United Kingdom an increase of 17 per cent, imports from Canada of 25 per cent, and those from Australia of 27 per cent.

INCREASES DURING THE QUARTER

Outstanding among the items which go to make up the increased volume of imports from Canada in the last quarter is that of boots and shoes of both leather and rubber. The heavy demand for summer stocks is a characteristic of the New Zealand footwear trade and resulted in the value of imports during the three months ended June, 1927, increasing in value during the subsequent quarter from £15,168 to £83,998, an increase of £68,830 or 79 per cent of the net total for all items. Imports from Canada of rubber and canvas boots and shoes during the quarter were valued at £36,225, those of slippers and unspecified footwear at £32,823, and those of children's shoes and leather boots and shoes at £10,780. Imports of gum boots, which are purchased principally for use during the winter season, were valued at £4,190, a decrease from the value shown for the previous quarter of £5,035. The value of these imports of footwear exceeds that of the same quarter of the previous year by £9,537; in addition the value of imports for the first nine months of the current year constituted no less than 7 per cent of the total value of all imports from Canada.

Numerous other items show important increases in the value of imports over the previous three-months period. Purchases from Canada classified in the trade returns as hosiery and comprising silk and artificial silk hose accounted for £9,036 of the total net increase; imports of agricultural implements, including drills, hay rakes, mowers, reapers, and threshing machines, show not only an anticipated seasonal increase over the previous quarter (£8,562) but exceed those of the same quarter of the previous year by £17,586; the value of newsprint imports (£73,526) was £7,536 in excess of that of the second quarter of the year; purchases of Canadian made wearing apparel increased during the three months by £5,515, those of clover seed by £5,468, and those of pianos of various types by £4,807, while import statistics of rubber hose and tubing, wrapping paper, and channel and girder iron also show important gains.

DECREASES DURING THE QUARTER

Counteracting the increases in imports from Canada indicated above, several items show decreases in import values during the quarter. Materials and parts for motor cars—goods, incidentally, which are brought into the country in quantities which fluctuate considerably—show a decrease from the quarter ended in June of some £8,978; rubber tire imports similarly decreased in value by £6,053; materials and parts for gas and oil engines show a falling off amounting to £5,995, those of paperhangings of £4,929, those of iron and steel bars and rods of £4,012, and those of insulated cable and wire, generators and motors, and electric batteries and cells of £3,453, £3,044, and £2,872 respectively.

THE OUTLOOK

Despite the reduction in the total value of imports for the first three quarters of the year and the unlikelihood of the total for 1927 reaching that of 1926, it yet appears possible that any such decline may be of comparatively small proportions. October, November, and December have been characterized in former years by heavy purchases from Canada and with a gradual movement towards increased prosperity and confidence in commercial circles in New Zealand, it is hoped that the favourable trend of the past few months will be maintained and shortly result in a return to the conditions which formerly surrounded the trade between the two Dominions.

[Mr. Sykes has forwarded copies of a statement giving details of the imports from Canada to New Zealand during the quarter ended September 30, 1927, together with the articles affected by, and the value of, the Canadian preference. Copies of this statement are available for interested Canadian manufacturers on application (quote file No. T.C.-8-100).]

CANADIAN ONION SHIPMENTS TO NEW ZEALAND

ASSISTANT TRADE COMMISSIONER PAUL SYKES

Auckland, November 18, 1927.—The New Zealand market consumes annually several thousand tons of imported onions. The amounts brought in from overseas countries depend to a large extent on the local crop, but in the years 1924, 1925, and 1926 amounted to 5,153, 2,927, and 3,707 tons respectively. Canada's share of this market has in the same years increased from 602 tons valued at £9,886 in 1924 to 2,047 tons of a value of £27,068 in 1926. Australian onions, which formerly met the demand for off-season requirements, have to a large extent been displaced by the Canadian product on account of its higher quality. Canadian shipments, moreover, have been made solely from the fruit and vegetable districts of British Columbia.

The quantities and values imported into New Zealand during the last three years are as follows:—

	1924		1925		1926	
	Tons	£	Tons	£	Tons	£
Canada	602	9,886	1,586	19,706	2,047	27,068
Australia	4,312	51,473	476	6,899	224	2,492
Japan	221	3,536	865	10,751	1,200	12,748
United States	16	211	...	...	236	2,106
United Kingdom	2	46	...	...	...	...
Norfolk Island . . . . .	...	...	...	...	...	4

SEASONAL BUSINESS

Onion shipments to New Zealand are naturally marked by extreme seasonal fluctuations which coincide with both the period during which they are harvested and that during which stocks of the locally produced variety become depleted or exhausted. The demand becomes insistent from August onwards, and results in imports during the few subsequent months becoming extremely heavy, eventually falling off in January, when shipments from overseas must be made from stock in competition with the domestic crop which has by that time appeared on the market. Imports for the calendar year 1926, showing 94 per cent of the total trade in the months from August to December inclusive, evidence the extremely seasonal nature of the import business in this commodity.

DISTRIBUTION

The system of distribution of onion stocks is similar to that adopted in the disposal of other fruit, vegetable, or similar perishable products, and is necessarily one in which only a few transactions are apparent. Supplies are usually ordered by produce houses directly from the larger growers or their shipping connections, although the former houses at times employ an agency or indent merchant to procure the stocks required, particularly if offerings are small. The practice, however, is one which in general appears unnecessary and, due to the extra expense involved, one which results unduly in price increases and ensuing difficulty in liquidating holdings. From the stores of the wholesale produce dealers stocks pass directly to the retail grocery and vegetable shops after auction or direct sale.

QUALITY

The prime quality required by local merchants dealing in imported onions is that they land in firm and dry condition. Australian onions which formerly enjoyed considerable sales were of a large size and soft or rubbery consistency, a quality which, although it detracted from their appearance, was still well

regarded as a preventive of the bruises or other damage suffered by harder varieties. It is established, however, that a firm dry onion of clean yellow colour is in the greatest demand, and, as far as weather and transportation conditions will permit, the type best suited for the New Zealand market. Sprouting, mud, and similar minor defects may be ascribed by buyers to unfavourable seasons, but every precaution should be taken to avoid them. Size is given minor consideration only; the average onion is from two to three inches in diameter, but small size appears to have no ill effect on estimates of quality.

TRANSPORTATION

The ocean journey of over 6,000 miles from Pacific coast ports to New Zealand, entailing not only considerable time but a more or less extended period of tropical temperatures, necessitates the use of all possible despatch in the shipment of such perishable commodities. Since cargo steamers take some five weeks to cover the distance and mail boats only half as long, practically all consignments of onions are made by the latter method. The necessity of satisfying a market of low stocks and good prices combined with the inability of a low-priced commodity to stand the high charges of transportation in cold storage space both influence this result in the same way as they preclude the possibility of any volume of business from Atlantic ports whence longer ocean carriage as well as inland freight charges would be inevitable. Onion shipments are thus made by the fastest available boats and in general cargo space. The shipping companies make a practice, moreover, of carrying them as far as possible 'tween decks or in other space which will permit of a maximum of ventilation and result in as slight deterioration as possible.

PACKING

The selection of onions for such a market must be carried out with considerable care and only clean and sound lots which show no tendency to sprout should be chosen. A minimum of skins or waste matter will not only improve the appearance of any shipment, but will enable greater ventilation when in transit or storage. The customary practice of shipping in crates of solid ends and batten sides is universally endorsed by New Zealand buyers as against that of shipping in bags, on the ground that the slightly higher expense involved is warranted by the superior condition of crated shipments on arrival and a great hesitancy among the trade to diverge from established usage. Recent experiments in bagged shipments have resulted fairly satisfactorily from a point of view of quality but cannot be recommended as having met with favour from produce merchants.

COMPETITION

Increasing purchases from Japan and the removal of the embargo on the California product have failed to check the growth of imports of Canadian onions. California onions can be landed in New Zealand earlier in the season than the British Columbia crop and will no doubt continue to enjoy a certain demand on this account. Canadian onions, however, secure the advantage of preferential tariff treatment and are admitted at a duty of £1 per ton, while foreign-grown shipments are dutiable at £1 10s. per ton. This concession, together with their already established reputation, points to a continuance of such trade in the future.

MARKET FOR CERTAIN CONFECTIONERY LINES IN THE NORTH OF ENGLAND

TRADE COMMISSIONER HARRY A. SCOTT

CHEWING GUM

Liverpool, November 28, 1927.—There is a large and apparently growing demand for chewing gum throughout the North of England. Although chewing gum has been on the market for a considerable number of years, its popularity has only grown rapidly since the war, and it is now on sale in practically all confectioners' shops. Consumption among adults is chiefly confined to the working classes, and in the industrial towns of this section of England mill girls are large consumers. In addition, however, children are buying gum to an increasing extent, and the manufacturers of one well-known American brand are extensively advertising the merits of their product for smokers, but few tobacconists sell it.

The largest share of the business is in the hands of a world-famous American manufacturer, whose success in this as in other markets has been due to consistent large-scale advertising. At the same time, certain Canadian manufacturers have been competing for a share of the trade and one or two firms have made marked progress in the introduction of their gum during the past eighteen months. It has also been recently announced that one Canadian firm hope soon to establish a chewing gum factory in Scotland. The American manufacturer referred to above has been selling a line similar to the usual 5-cent package sold in Canada, except that it contains six pieces, is called a "chewing sweet," and is retailed for three pence (6 cents). Most retailers will split these packets and sell one slab over the counter for a halfpenny (1 cent). The same manufacturer also sells a penny (2-cent) line, made up in four small tablets, both plain and sugar coated. Spearmint is the most popular flavour, followed by peppermint. Wintergreen is not liked. The most successful competitors of this firm have been offering a halfpenny slab in much larger sizes than the slabs of this American manufacturer, whose product can be retailed at a halfpenny by breaking into the threepenny packet, and for the children's trade this halfpenny line, with a large slab for the money, is attractive. Several brands having labels designed to attract the children's eye with names which will appeal to them, and also create a novelty demand, have been introduced during the past year or so with varying success. Some wholesalers state that the one well-established and highly advertised American line has a steady adult sale and that other brands have had a temporary run of success and then lost popularity. On the other hand, certain wholesalers recently interviewed who handle both Canadian and American gum stated that their highly advertised trade had continued on the same scale since the beginning of the year when they took on a Canadian line to sell at a halfpenny, and that the business secured with the new brand was additional and mainly to children.

As the bulk of the trade still, however, seems to go to the extensively advertised gum, a Canadian firm new to this market wishing to develop business on a large scale would certainly have to consider the problem of advertising. One manufacturers' agent now handling a Continental specialty line of confectionery, and who would entertain any serious offers from Canadian firms interested in cultivating this market for chewing gum, is of the opinion that a satisfactory method of advertising a new brand of chewing gum would be to employ automatic slot machines as a supplement to a general sales campaign. It is reported that one well-known American line is using this method to a

limited extent already, the retailer undertaking to buy the machine and place it in his establishment. Such a device would cost the shopkeeper somewhere in the neighbourhood of say 30s., and would serve as an advertising medium and silent salesman for the manufacturer. The agent in question has furnished several wood samples of the size of gum which, if retailed at a penny through an automatic machine, would in his opinion find a market in competition with the highly advertised American line. These wood samples have been forwarded to the Department of Trade and Commerce, Ottawa, for the inspection of interested firms. While a slab of gum equal in contents to the wooden sample might be sold, if marked out with indented lines across the top so that it could be easily broken off in say three portions, it is thought that two thin slabs making up the same contents would be preferable.

American chewing gum is dutiable when imported into Great Britain on the sugar content, and is assessed at 8s. 5d. (\$2.04) per 112 pounds. Canadian gum comes under preferential treatment and pays 5s. 4d. (\$1.29).

There is undoubtedly a demand for chewing gum in England, but any Canadian manufacturers not already established in this market must be prepared to undertake a comprehensive sales and advertising campaign to introduce their product, and, other factors being equal, it is considered that a halfpenny or penny retail line has more chance of success than the larger-sized packets which have to be sold for proportionately more money.

GUM DROPS

There is a regular demand in this district for American gum drops, or what are more generally known in England as A.B. or War Gums. This is an old-established trade which United States manufacturers have enjoyed for many years. Although English firms do a large business in better-class pastilles made with gelatine and which retail at from 4d. (8 cents) per quarter pound up to 6d. (12 cents) and 8d. (16 cents), these cheap American gum drops manufactured with glucose have built up a reputation which has placed them in a class by themselves. They are harder than the cheaper English gums which have been trying to compete for the business at around the same prices. The American gum drops are sold chiefly to children and retail for the extremely low figure of 2d. (4 cents) per quarter pound. Imports are usually made in barrels of 320 pounds, and great care has to be taken in seeing that the gums are properly packed to avoid their becoming stuck together. To get around this difficulty a liberal amount of sugar is put in loose with the gums. The barrels are usually paper-lined and pieces of cardboard are inserted vertically to divide the barrel into two or more sections. It is also essential of course that the gums be well crystallized. It is reported that several American manufacturers compete for the available trade at very competitive prices. Quotations vary according to whether wholesalers are buying direct or purchasing through agents or importers. Firms importing direct on their own account could recently purchase American standard gum drops in the usual assorted flavours at from 6½ to 7 cents per pound f.o.b. New York. Quotations have also been made on the basis of from around 39s. to 39s. 10½d. (\$9.48 to \$9.69) per 112 pounds, duty paid, ex quay Liverpool. Importers selling to the wholesale trade have been offering at from 40s. to 42s. 6d. (\$9.73 to \$10.33). At from 42s. to 42s. 6d. it is reported that the demand is restricted in favour of the cheaper quality English gums made up on American lines. Samples of the gum drops being imported from the United States have been sent to the Department of Trade and Commerce, Ottawa, for the inspection of interested firms. Wholesalers would like a smaller size than these samples, if available at, or near, the same price. Past experience shows, however, that the smaller sizes work out at a figure which will not

compete against the cheaper English gums which are sold at around 42s. per cwt. packed in 7-pound cardboard boxes, as against the American barrelled product.

The duty on A.B. gums imported from the United States works out at 5s. 4d. (\$1.29) per 112 pounds, as compared with 3s. 4½d. (82 cents) for Canadian gums, which would come under the preferential rate. Although competition is very keen this is a regular trade apparently worth the attention of American exporters who have been shipping to this market for years. Canadian confectionery manufacturers considering this business would have an advantage of almost 2s. per 112 pounds in the duty in their favour. Any interested are invited to communicate with the Canadian Trade Commissioner, Liverpool.

INDUSTRIAL CONDITIONS IN NORTH OF ENGLAND

TRADE COMMISSIONER HARRY A. SCOTT

Liverpool, December 2, 1927.—Although the general situation in this section of England shows little change over the previous month, several important industries retained during November the more cheerful tone which has characterized them of late, and seasonal quietude in some directions is being counterbalanced by activity in others. Trades that find their outlet at home are better off than those selling in competitive markets abroad. Certain new industries, which have rapidly developed since the war, are admittedly flourishing. The fact remains, however, that unless the export trade of this country is satisfactory, the prosperity of those industries catering for the home market cannot continue indefinitely, and although there have lately been indications of better export business, progress is very slow.

While the general situation in the Lancashire cotton industry has not altered since last month, current inquiry for cotton goods from overseas customers has lately shown considerable improvement, and spinners of American counts of yarn have been experiencing a better turnover than for several months past. Unfortunately, the prices taken are extremely poor. Last month, the scheme to control the output of yarn in the American section of this industry was abandoned, and it is generally expected that a financial reorganization on a wide scale will have to take place. The trouble has been that many concerns are over-capitalized, and consequently their overhead charges are so heavy that they are unable to produce on a competitive basis. Various expedients for control of output, prices, etc., have been proposed from time to time during recent years, but the soundly financed concerns have objected to any scheme which would tie them down for the purpose of helping the weaker firms. It would now appear as though the available business must of necessity go to those manufacturers best able to compete in the world's markets, with the weaker organizations dropping out, as there is insufficient trade at present prices to keep all of them fully occupied.

The recently increased activity in the wool textile trades has been maintained, but the industry is once more on the verge of a crisis over the question of wages. The general agreement governing conditions of employment over the whole industry has been recently terminated by the employers, who regard a substantial reduction in wages as essential to the recovery of trade, and, after several weeks of public discussion, the representatives of the employers and the unions have reached a deadlock and negotiations have been suspended. Like the cotton industry, the woollen and worsted trades have been faced since the war with a prolonged depression which has lasted, with a brief interval, for over six years. This has been due largely to the restriction of foreign markets.

Owing in part to the artificial aid of depreciated currencies, the French and Italian wool textile industries have rapidly grown since the war and gained a foothold in many of Bradford's principal markets, and they have not been dislodged following the stabilization of the franc and lira. In addition, the competitive power of Germany is again being felt.

Reports from the different sections of the iron and steel trades vary a good deal, but on the whole a moderately optimistic tone prevails, and there are indications of Continental competition in certain markets becoming less keen. The consumption of Cleveland pig-iron lately has been larger than could be fully met by the restricted output. The basic steel industry at Sheffield has been depressed, but the manufacturing sections of that district have continued to show some improvement. Demands from the shipyards and railways have been slightly better, whilst steel for motor cars and electrical equipment has been holding its own. Practically all manufacturers engaged in the cutlery and plate trades at Sheffield have been working full time on seasonal orders.

Among the engineering trades, textile machinists in Lancashire have had a quiet month both for home and overseas trade. Electrical engineers have done well and cable makers have been very busy. Locomotive builders have a moderate amount of work on hand, and boiler makers have done a little, but constructional engineers, after a busy period, are not finding new business easy to obtain.

The position of the coal industry as a whole remains gravely serious, and the prolonged period of depression has created such a state of affairs that coal owners in practically every district are turning to the consideration of concerted measures to overcome this difficulty. In the Yorkshire, Nottingham, and Derby districts far-reaching proposals have just been announced. These coal-fields normally produce nearly one-third of the total quantity of coal mined in the country. Present output in the combined areas is proceeding at the rate of about 1,400,000 tons per week, but owing to the dislocation caused by the long stoppage last year and the increased output of other countries, supplies are in excess of demand. Perhaps the most important feature in the proposals will be that dealing with export trade, coal-owners realizing that the solution of the industry lies in that direction, and, while no details have yet been announced, it is understood that the scheme will call for control of output, in order to stabilize prices. The regulation of production, on the other hand, is expected, temporarily at least, to increase the volume of unemployment among the mine workers of the districts involved. As regards the Northampton and Durham areas, the current volume of export business from the Tyne has been fairly well maintained in recent weeks.

Production at shipyards on the Northeast Coast continues at a high rate, and it is expected that before the end of the year a large proportion of the more important vessels now on the stocks will have been launched. New contracts for cargo vessels are reported to be scarce. The number of vessels launched on the Tyne during October amounted to ten of 49,047 gross tons, making forty-eight of 211,411 gross tons for the year as compared with forty-five of 177,832 tons for the corresponding period of 1926.

An important event of the past month was the announcement of an arrangement made to amalgamate the naval shipbuilding, armament, and heavy and special steel businesses of Vickers Limited and Sir W. G. Armstrong-Whitworth & Co. Limited. The fusion of these two large firms, which has been commented on in great detail by the press, has been generally approved and is regarded as another important step in the rationalizing of British industrial organizations.

MARKET FOR CANNED CLAMS IN LONDON

ASSISTANT TRADE COMMISSIONER J. C. MACGILLIVRAY

London, November 30, 1927.—Canned clams are not well known in the London area, and they can only be purchased in one or two of the larger departmental stores and grocery stores where they specialize in unusual food-stuffs and foreign grocery specialties. Most of those to be seen come from one packer in the State of Maine and from New York brokerage houses. A few Canadian canned clams were imported direct to the United Kingdom in 1926, but the total was small.

In connection with the campaign which is now being waged to buy Empire products there is no reason, however, why the sale of Canadian clams could not be increased to displace those which at present come from foreign countries, and several importers have expressed a wish to be placed in touch with Canadian packers. Accordingly, any one who is interested is invited to communicate with the office of the Canadian Trade Commissioner in London, sending particulars and prices c.i.f. London or other United Kingdom port, as well as samples of the goods which they have to offer.

One leading retailer handling American canned clams and clam chowder sells the former for 1s. for a 10-ounce tin, half of which is liquid and the other half meat, and the latter for 1s. 10d. for a large-size tin. Both these prices are too high to make any volume of business possible. Drained clam meat would also sell better than when the contents of the can are partly liquid.

There is no duty on canned clams entering the United Kingdom.

IRISH FREE STATE BUTTER BOX MARKET

TRADE COMMISSIONER F. W. FRASER

Dublin, November 29, 1927.—Irish Free State creameries are large buyers of butter box shooks; over 1,000,000 cases annually are absorbed by the butter export trade alone and 1,500,000 are used for home consumption. As practically none of these are sawn locally, the total importation may be said to approximate 2,500,000 boxes annually.

Under the Dairy Produce Act, 1925, all butter exported from the Irish Free State shall be packed only in standard wooden packages of the following kinds, viz: casks to contain 112 pounds, kegs to contain 56 pounds, and boxes to contain 56, 28, and 14 pounds respectively, constructed in accordance with the Department's specifications. Details of these specifications appeared in *Commercial Intelligence Journal* No. 1181 (September 18, 1926).

56-POUND BOX MOST USED

While the regulations permit the variety of packages above shown, the bulk of the business is done in the 56-pound box, and this is the only one which need interest Canadian manufacturers at present. The internal dimensions of this box are as follows: bottom, 11 inches by 11 inches; top, 12 inches by 12 inches; depth, 13 inches; subject to a tolerance of $\frac{1}{16}$ inch in any dimension to cover all allowances for errors in cutting timber.

The usual specification submitted to box makers for this box is as follows:—

Inside measurements, 12/11 by 12/11 by 13 inches; two ends, 12/11 by 13 by $\frac{9}{16}$ inches; two sides, $13\frac{1}{8}/12\frac{1}{8}$ by 13 by $\frac{9}{16}$ inches; one top, $13\frac{1}{8}$ by $13\frac{1}{8}$ by $\frac{9}{16}$ inches; one bottom, $12\frac{1}{8}$ by $12\frac{1}{8}$ by $\frac{9}{16}$ inches. All parts in two pieces, each tongued and grooved and joined together. All parts to be planed on both sides and edges. Thicknesses and measurements to be actual as stated after planing. As large a break as possible to be allowed between the joints of ends and sides, but on no account to be less than $2\frac{7}{8}$ inches (inclusive of the tongue or groove)—this is important. Shooks to be strongly wire-bound lengthwise as well as crosswise.

RIGID INSPECTION OF CONTAINERS

A rigid system of inspection is maintained by the Department of Agriculture, and containers which do not measure up to the Department's specifications are liable to be rejected. A number of rejections were made last season, and this has led to a more careful selection of timber on the part of the box manufacturers, with a consequent increase in price. Buyers are prepared to pay as high as 1s. 3d. each c.i.f. Irish port for the 56-pound pyramid butter box of first quality.

PROPOSED NEW SPECIFICATIONS

The present timber specifications for pyramid butter boxes are as follows:—

Well-seasoned wood, as free as possible from odour, resin and knots, planed smooth, and with edges either planed smooth or cut with fine saw.

At a meeting of box importers recently held with representatives of the Department of Agriculture, the following new specifications were proposed:—

Thoroughly seasoned white wood free from blue-wood, wane, feather, discoloration, resin, in-bark, large loose or dead knots; the wood to be planed on both sides, with edges smoothly sawn. *Knots.*—Any knot that will not lie within a circle of 1½-inch diameter will be considered a "large" knot. *Resin.*—Slight traces of resin in one side of the timber only will not be objected to.

While the above have not yet been included in the regulations, it appears probable that they will be used as a guide by the inspectors in determining whether or not a box is acceptable.

CONTRACTS NOW BEING MADE

Contracts for next season's business are now being made, and deliveries will start about March 1 and continue throughout the season.

Interested manufacturers are invited to communicate with the Canadian Trade Commissioner at Dublin.

TRINIDAD'S ESTIMATED REVENUE AND EXPENDITURE FOR 1928

ACTING TRADE COMMISSIONER R. T. YOUNG

Port of Spain, November 15, 1927.—The draft of the estimates for 1928 of the Colony of Trinidad and Tobago has now been made public. The financial results for the present are turning out to be very satisfactory so far as the public treasury is concerned. In spite of the unfavourable effects on crops and agricultural operations of an abnormally wet season, and of the considerable extra expenditure arising from flood damages and other unforeseen causes, it is anticipated that the revenue for the year will exceed the expenditure by about £105,378.

The estimated surplus as at December 31, 1927, including the amount set aside to reserve, is calculated at £354,054. The accumulation of this surplus during the last three years is the result in part of unexpectedly favourable collections of revenue, particularly under the heads of Customs and Income Tax, but chiefly by the careful conservation of resources. The present position may be regarded as justifying some relaxation of the rigid economy which a prudent financial policy has imposed upon the Colony in recent years, and the draft estimates will be found to contain proposals for considerable increases of expenditure. Some of these are of a recurrent character, but the heavier outlays involved are under public works extraordinary, roads and bridges extraordinary, extraordinary railway expenditure, and particularly under public debt charges. The latter, which are irreducible in their sum, may be said to be the

governing factor in the financial position and these charges reach their peak during the coming year when, including amounts chargeable against the railway, they total £241,006. In 1929 there will be only a slight reduction in this amount. After that, when the Caroni Loan of £200,000 will have been repaid, an appreciable reduction is in prospect, and, for the ensuing decade charges on existing loans can, it is anticipated, be stabilized at a figure not exceeding about £200,000 per annum.

A considerable addition, amounting to £23,029, has been made in the provision under the Public Works votes for road and bridge maintenance, and also for improvements and additions to public buildings.

The total expenditure provided for in the draft estimates is £1,576,913, or with the addition of certain sums included in the supplement for improvement of the position of the clerical service and ward officers £1,578,925 and the total revenue £1,563,173.

Increases in revenue, as compared with the current year's estimate, are anticipated as follows: customs, £23,500; licenses and excise, £18,226; income tax, £33,000; interest, £5,534. These calculations are based in great part on the experience of the current year, when it is expected that the original estimates of receipts under these heads will be considerably exceeded. The improvement in import duties and income tax is largely due to the operations of the oil companies, and in the case of import duties to large importations of material for new development work in the oilfields. On the other hand, there is a tendency towards a reduction in the rate of direct contribution by way of royalty from Crown oil lands owing to more intensive development of private oil fields. This reduction is, however, much more than counterbalanced by increased receipts under income tax. Attention might also be drawn in this connection to the increased receipts from forest products, which are expected in the current year to be nearly double the amount of the original estimate.

A decrease of £7,200 under the head post office is allowed for to provide for the reintroduction of local 1d. post, and the reduction of rates within the British Empire and to the United States to the rate prevailing in the United Kingdom, viz. 1½d. per ounce.

The total of the increases of expenditure shown under the various heads is £114,252, and there are decreases amounting to £9,773, making a net increase in expenditure as compared with 1927 of £104,479.

TRADE OF THE AFRICAN SUB-CONTINENT

TRADE COMMISSIONER G. R. STEVENS

[Former reports in this series have been published serially in Nos. 1216-1223 and Nos. 1232, 1233, and 1246, and dealt with: political divisions and population; production and natural resources; water communications of the countries; the distribution systems of Central and East Africa; customs tariffs; documentation; and confirming houses, finance and terms of payment; trading licenses; advertising; and trade returns of the Rhodesias, Southwest Africa, Mozambique and Zanzibar.]

Central African Group—Continued: Belgian Congo; Angola

BELGIAN CONGO

The last Congo statistics which are available for comparison purposes are those of the fiscal years 1924 and 1925. Fortunately, during those two years the franc was fairly stable, averaging between 98 and 103 to the pound sterling;

or on the price of sterling at that time, about 22 francs to the dollar. The principal statistics, if converted on this basis, were as follows:—

	1925		1924	
	Francs	Dollar Equivalent	Francs	Dollar Equivalent
Imports... ..	981,645,000	44,620,227	551,645,000	25,074,772
Exports... ..	628,574,000	28,571,545	477,004,000	21,682,000
Total trade... ..	1,610,219,000	73,191,772	1,028,649,000	46,756,772

As evidence of the rapidity of the development of this rich territory, it should be noted that the value of the import trade has tripled in four years, and that the value of exports has more than doubled in the same period. While some share of this increase is artificial owing to the depreciation of the franc, yet for the past few years development has been proceeding apace in the Belgian Congo, and no part of Africa has shown more uniform progress.

As noted in earlier sections of this report, the trade of the Belgian Congo is really two trades—that of the Lower Congo and that of the Katanga. This division is not only geographical. The Lower Congo is entirely agricultural in its industries and the Katanga almost as completely a mineral territory. Moreover, the Katanga native population is to a much larger degree detribalized and responsive to European influences than that of the Lower Congo. This circumstance naturally affects the demands of this population. In the Lower Congo a very high percentage (perhaps 80 per cent) of all imports are entered for native consumption and consequently the demand covers a restricted range of commodities; whereas in the Katanga a larger white population and the employment of natives in industry rather than agriculture has created a market for many classes of goods which are unsaleable in the Lower Congo.

EXPORTS

During the years under review the chief exports were as follows:—

	1925		1924	
	Francs	\$	Francs	\$
From the Lower Congo:				
Rubber... ..	10,916,000	496,182	3,540,000	161,364
Palm oil... ..	46,736,000	2,124,364	30,790,000	1,399,545
Ivory... ..	33,216,000	1,509,818	31,248,000	1,420,364
Palm nuts... ..	100,531,000	4,546,864	56,156,000	2,552,545
From the Katanga:				
Gold... ..	33,185,000	1,508,409	43,481,000	1,976,409
Copper... ..	273,281,000	12,421,864	223,517,000	10,159,102
Miscellaneous products.	131,209,000	5,963,909	88,272,000	4,012,091
Totals... ..	629,074,000	28,571,410	477,004,000	21,681,420

The feature of the years under review was the large increase in the exports of products of the oil palm. For many years this industry was a purely native enterprise, as it remains to this day in some of the British West African colonies. The production therefore was uncertain from season to season. Within the past few years, however, a number of European companies, notably the great British soap combines, have developed extensive oil palm plantations which are beginning to come into bearing. The native gathering of wild nuts will only be subsidiary to the main cultivated crop in the future.

The other Lower Congo exports such as ivory, rubber, copal, and cotton did not register any particular improvement during the years under review.

IMPORTS

Of the imports during 1924 and 1925, approximately 14 per cent consisted of foodstuffs and beverages; 23 per cent consisted of soft goods and clothing; 16 per cent of hardware, metal goods, and machinery; and the remainder of

unclassified articles. Of the principal items differentiated in the Congo customs returns, fourteen are of foodstuffs and beverages; twelve are soft goods, tissues and clothing; sixteen are hardware, metal goods, and machinery; and thirteen principal items do not fall under any of the preceding categories.

Of foodstuffs and beverages the chief import is that of fish, fresh, salted, dried and otherwise preserved. This is a staple article of native diet. The trade in this commodity amounted to approximately half a million dollars in 1925. It is very largely a Lower Congo trade, the fish being imported from contiguous territories. Second only to fish in importance is the item of preserved meats, of which the value of importation in 1925 was approximately \$350,000. This is very largely a Katanga trade, due to the growth of the mining industries in that province. Supplementary foodstuff imports were butter, to the value of about a quarter of a million dollars annually; tinned fish of approximately the same valuation; flour of a value of slightly over \$200,000; and condensed milk of roughly the same value. The imports of salt and sugar are both considerable, the values in 1925 being approximately the same as those of flour and condensed milk. Preserved vegetables and fruits were moderately important imports, each being valued at well over \$100,000 in 1925.

It is interesting to note that next to machinery items, foodstuff imports would appear to be increasing most rapidly. The volume of practically every principal foodstuff import (with the exception of maize and flour) increased considerably during 1925. The most marked increases were in the items of preserved fish, which nearly doubled; in salt, which actually doubled; and in preserved meats, which showed an improvement of 50 per cent over the preceding year.

The trade in beers, wines, and spirits is very considerable in this tropical colony. It amounts to something over one million dollars annually, of which roughly two-fifths are wines, two-fifths beers, and the remainder spirits.

Among soft goods, haberdashery and clothing items, the native piece goods trade is, of course, of prime importance, its value in 1925 being well over \$4,000,000, or approximately 60 per cent of all soft goods imports. The trade consists of printed and dyed goods of types not manufactured in Canada. Of other items under this head, trade in men's clothing amounted to about three-quarters of a million dollars, and the trade in lingerie, millinery, and manufactured soft goods was valued at about the same figure. The business in boots and shoes was worth something over \$200,000 during 1925. These were the chief items of general interest under this head.

Among hardware, machinery, and metal goods items, the largest single import in 1925 consisted of approximately two million dollars' worth of steel rails for the Central Congo Railway. Rolling stock for the same railway accounted for another \$1,300,000, and boats and steel barges for something over \$1,500,000. The sum of other machinery items came to about the same total. The imports of automobiles amounted to about three-quarters of a million dollars, and bicycles and motor cycles contributed another \$150,000.

Among general metal imports, tinplate goods and hollow-ware for the native trade were by all odds the most important entries. In the years under review the value of such imports amounted to about \$650,000. Hand tools and implements were only slightly less in value. Corrugated sheets to the value of about \$450,000 were supplied. The imports of machine tools, enamelled goods, and builders' hardware were likewise of considerable dimensions.

Business in all classes of metal goods is expanding rapidly, due to the exceptional industrial activity attendant upon the building of the Central Congo Railway, the opening of the Katanga mines, and the development of palm oil plantations in the Lower Congo. It is probable that for several years to come this demand will continue to show corresponding increases.

Of items which do not fall in the preceding classes, fuels constitute the largest imports. In 1925 the Belgian Congo paid for coal, patent fuels, and coke approximately \$2,000,000. Although limited coal deposits are being worked in the Katanga, this territory will be sustained by imported fuels for a long time to come. In addition to coals, fuel oils account for about one-half million dollars annually.

Another miscellaneous import of very considerable importance is that of prepared and proprietary medicines. In comparison with other imports, the demand for such preparations is enormous, being valued at no less than half a million dollars during 1925.

The value of the imports of manufactured tobacco is in the neighbourhood of \$350,000 per annum and of paper about a quarter of a million dollars. In the same period, other miscellaneous items of importance were cement (to the value of \$150,000 in each year), and paints and varnishes, to about the same value. Soap and rubber tires were smaller, but still important requirements.

SOURCES OF ORIGIN

During 1924 and 1925 imports into the Belgian Congo originated as follows:—

	1925		1924	
	Francs	\$	Francs	\$
Belgium	491,091,000	22,332,318	275,139,000	12,506,318
Great Britain	112,211,000	5,100,500	55,139,000	2,506,318
Rhodesia	60,890,000	2,767,727	42,729,000	1,942,227
Germany	47,206,000	2,145,727	20,788,000	944,909
France	33,836,000	1,538,000	18,737,000	851,681
United States	31,890,000	1,449,545	17,021,000	773,681
Union of South Africa	28,234,000	1,283,363	20,760,000	943,636
Other centres	176,287,000	8,013,045	101,332,000	4,606,000
Totals	981,645,000	44,620,225	551,645,000	25,074,770

The preponderance of Belgium in the trade of her colony has increased steadily. This is due to many factors, chief of which is the monopolistic nature of the majority of the Congo enterprises. Even when foreign capital is involved, concessionaires are usually required to employ a percentage of Belgian materials and labour. A great gain in Belgian trade has resulted from Katanga development. Much British money is invested in this copper monopoly, but the concession is controlled and operated from Brussels. As a further aid to Belgian predominance, the mother country buys approximately three times as much from the Congo as any other customer.

The weakest showing of Belgium is in the foodstuffs classes, where (barring beverage items, preserved vegetables, and sugars) the majority of the imports are of foreign origin. In raw materials likewise such as timber, petrol and other oils, coal and coke, most of the supplies come from abroad. In two items in this class, however (manufactured fuels, briquettes, and cement), Belgium supplies a large portion of the demand.

The situation changes entirely when manufactured products are considered. In practically every item (barring cotton tissues) Belgium is the predominant supplier. This predominance is most firmly marked in the metal goods classes, in which foreign countries only enjoy a small percentage of the trade.

Great Britain is established beyond question as the Congo's second source of supply. Her trade has, during the last few years, kept pace with that of the mother country. Her strength, as in other primitive countries, lies in her cotton goods business. (In prints, however, she has been overhauled during the last few years by Continental competitors.) She likewise competes strongly in a few iron and steel items and she has a small share of the trade in preserved foodstuffs.

Rhodesia, which ranks third as a supplier to the Congo, is the chief source of fuel supply. During 1925 the Wankie area shipped 68,659 tons of coal and 134,655 tons of coke to the Congo; it now has forward contracts which increase this tonnage considerably. Rhodesia also has an excellent small trade with Katanga in live cattle and other foodstuffs.

Germany, which is fourth in importance in the Congo trade, shows strength in native goods, particularly in enamelled and stamped wares, and in the supplies of tools and implements. Her share of the cotton trade is negligible. The chief items supplied by France are wines. France also has a share of the soft goods trade, and small portions of the cotton piece goods and motor car businesses. South Africa is the source of small quantities of foodstuffs. The United States ships little to this market except motor cars and motor fuels.

CANADIAN TRADE

In the Belgian Congo, as elsewhere in the hinterland of Africa, Canadian goods are unknown, and for the same reason as elsewhere. The general trader is still the paramount distributor, and he buys where he sells—that is, in London and Brussels. In so far as the native trade is concerned, the goods which he wants are not obtainable in Canada. In relation to European requirements, he takes comparatively little interest in the source of his purchases, leaving this to his overseas connections. It is therefore much easier to sell goods for the Congo in London and Brussels than in the Congo. Furthermore, the Katanga merchants in the past have not been aware of a steamship line from Canada to the South African range of ports.

There is, however, a limited amount of business available there. In staple trades, Canadian flour and fish can be sold, and within the next few years, at the outside, there will be a considerable market for agricultural equipment of all kinds. For anything except staple lines, however, the market is not yet developed to the point where it is worth the Canadian manufacturer's consideration.

ANGOLA

There are no statistics from Angola sufficiently recent or sufficiently comprehensive to serve as a basis for the review of the trade of that colony. The enormous fluctuations of the colonial escudo, together with the various Customs' zones, make it almost impossible to indicate the value or amount of the trade of the territory. Furthermore, the latest available returns are several years old. It will therefore be impossible to do more than sketch the course of commerce in this area.

During the past two years, Angola has made very considerable strides towards repairing her former desperate position. While currency troubles and many other commercial handicaps still exist, the development of the hinterland of this territory has been proceeding rapidly. The construction of the Lobito Bay railway has opened up a tract of extraordinarily fertile land in the uplands of the interior, similar to the Kenya highlands, but much more temperate in climate. Settlers are coming in, and the principal crops are known to have increased considerably during the past two seasons. Moreover, the mineral enterprises, particularly diamond washings adjacent to the Kasai river, which forms the northeastern boundary of Angola, have made marked progress of late. In the coastal tropical agriculture belt there has been similar expansion.

EXPORTS

The principal exports are coffee, palm oil products, and maize. The new railway is serving to open up excellent coffee areas, and the future of this crop is very bright. In the coastal areas the same situation has developed as in the Lower Congo; the gathering of wild nuts by the natives is decreasing, but European concessionaires are planting large areas which are now coming into bearing. In bulk, maize is the largest single export, and this crop likewise benefits immensely from the construction of the Lobito Bay railway.

Subsidiary exports are wax, sugar, hides, rubber, cotton, and rice.

IMPORTS

On account of the highly preferential shipping and tariff decrees, Portugal is the chief source of imports into this colony. In the last recorded year, of the total volume of imports, Portugal, Great Britain, and South Africa each supplied about one-quarter of the incoming tonnage, and the remaining quarter was divided between all other suppliers. But in value, over 50 per cent of all imports were Portuguese, Great Britain's share being about 16 per cent, and South Africa only supplying 4 per cent of the total. Germany, Belgium, and the United States are the only other countries which figure in the returns to any particular extent.

Portugal is pre-eminent in the supply of almost every class of commodity. She has the bulk of the piece goods business in all except drills and bleached goods, which are obtained from Great Britain. Portugal's only competition in strictly native textiles comes from Germany, in very low qualities. In the pre-war period much of this trade was British, but the exchange, more than any other factor, has destroyed Great Britain's share. In the foodstuffs division, there is a considerable import of flour from Portugal, and some Canadian and American flours sometimes reach the colony via the mother country. Beverages, barring beer, which is German, are largely Portuguese. Much of the hardware imported, although credited to Portugal, has originated in other countries, being routed via Lisbon in order to reap the benefits of discriminatory legislation.

Great Britain's trade consists of a small quantity of cotton piece goods, the majority of the galvanized sheets, a growing import of British tinned and prepared foodstuffs, ships' chandlery, coal, jute sacks, tobaccos and cigarettes. A considerable amount of British capital is invested in Angola, and as the Lobito Bay railway is a British enterprise, these circumstances support the demand for British products.

In addition, a considerable quantity of British goods reach Angola from Portugal. An instance which will be of interest to Canadian manufacturers is the import of a large number of wooden bungalows from the United Kingdom by the Angola Government, for the housing both of Europeans and native employees.

Germany's trade covers a certain quantity of cotton prints, the majority of the cutlery, tools, and hollow-ware, most of the cement, a share of the agricultural implements and the railway material.

The imports from the United States are restricted to fuel oils, oil well and mining machinery, and a few other hardware and metal goods lines.

The South African trade results from contiguity, a wide range of goods being exported. The majority of the South African exports consists of imported goods.

No information upon Canadian imports is available. Canadian tinned foods, cement, building materials, and timber could be sold in Angola if it were not for the isolation of this colony, in so far as Canadian trade routes are concerned.

ITALIAN INDUSTRY AND FINANCE

ASSISTANT TRADE COMMISSIONER HENRI TURCOT

Milan, November 30, 1927.—Outside of the fact that, according to the provisional figures published for September, for the first time this year exports exceeded imports by 28,900,000 lire while the trade deficit for the nine months stood at 4,303,800,000 lire as compared with 6,874,600,000 for the corresponding period in 1926, September was an uneventful month in Italy, marked, however, by a trend toward industrial recovery.

STOCK EXCHANGE

The movement on the stock exchange undoubtedly affords a ready barometer to general economic conditions, and quotations there have shown a steady upward trend, Government stock gaining several points, and industrials improving all round. Business activity has quickened, and money—tight in the early part of the year—is now plentiful, so much so that the commercial banks have lowered the interest rate on deposit accounts.

PRODUCTION COSTS AND PRICES

Production costs have declined as a result of the lower prices ruling for raw materials and of the tenacious efforts of manufacturers intent on improving methods of production and business organization, while on its part the Government's policy has been to harmonize the monetary situation with the needs of industry by reducing taxation and the costs of carriage and communications.

Wholesale prices continued to decline, but during a period of deflation and revalorisation history repeats itself, and the cost of living follows slowly in its wake.

INDUSTRY

The increased activity which is noted on the home market points to a gradual recovery of manufacturing activities from the depression consequent on deflation and revalorisation—a recovery favoured by the stability of the lira during the past few months, and by the authoritative and reiterated assurances that the stability will be maintained. The consumption of electrical power—a sure index in Italy of industrial activity—continues to increase, though more slowly than in past years. The textile industries are again fairly busy, and the medium and smaller concerns—which form by far the largest body of manufacturing concerns—are fairly prosperous.

The chemical trades are active, and amongst them the dye industry can point to remarkable achievements, as the Italian factories now meet the bulk of the home demand. The metal and certain branches of the engineering trades are those now most affected by depression, owing mainly to the inactivity in the building trade which has followed the recent period of feverish activity.

AGRICULTURE

Undoubtedly the heaviest sufferer from revalorisation has been agriculture. Weather conditions have been unfavourable to all crops, with the exception of rice, throughout the year, and notwithstanding tariff protection the price of home-grown wheat has in some instances fallen even below the world level.

There has also been a severe crisis in the live stock market owing to drought and consequent shortage of forage crops. In Italy, as in a number of other countries, the disparity between prices for farm products and manufactured goods has caused much economic distress. The Government is taking active

measures to assist the farmers to overcome their difficulties by reducing taxation affecting them, lowering carriage rates, and providing credit facilities, but recovery in this field of activity will be a matter of time.

FINANCIAL SITUATION

The first two months of the current financial year show a surplus of budget receipts over expenditures amounting to 15,000,000 lire, while treasury receipts and expenditures balance. As a result of the conversion of Treasury bills, the gradual retirement of Treasury notes, and the reduction of the bank note circulation issued on behalf of the State, the total indebtedness of the Treasury will be reduced by 19,900,000 lire. The total note circulation was reduced in August by 117,000,000 lire, of which 54,000,000 represented notes issued on behalf of the State. The gold reserves held by the banks of Italy have now risen to 2,904,600,000 lire, and at the present rate of 89 lire to the pound sterling, they afforded on August 31 a 58 per cent cover to the 17,181,000,000 paper lire then in circulation.

WHEAT SITUATION IN ITALY

ASSISTANT TRADE COMMISSIONER HENRI TURCOT

Milan, November 29, 1927.—The wheat crop in Italy for 1927 is placed in round figures at 55,000,000 quintals (220 pounds), of exceptionally good quality. Though 10,000,000 quintals below that of 1926, this yield is approximately 2 per cent above the five-year average which embraces the outstanding crops of 1924 and 1926. This relatively satisfactory result, obtained notwithstanding alternating floods and droughts accompanied by scorching winds, is largely due to improved methods of tillage and to the use of selected seed—measures actively promoted by the Government in a campaign organized to intensify the yield of cereal crops and limit as far as possible wheat imports which, to a large extent, account for Italy's heavy trade deficit. The following figures represent in quintals (220 pounds) the volume of Italy's wheat crops for the past five years: 1923, 44,000,000; 1924, 61,200,000; 1925, 46,300,000; 1926, 65,500,000; 1927, 55,000,000.

ITALIAN IMPORTS OF WHEAT

During the last five years imports of wheat (hard and soft) into Italy have, according to Italian statistics, averaged 2,397,858 metric tons. The sources of these imports are shown in the following tables:—

Imports of Hard Wheat into Italy

Country of Origin	1926	1925	1924 In Metric Tons	1923	1922
Germany	18,697	352	.....	.....	.....
Russia	55,633	11,479	5,659	9,872	.....
Ukraine	1,382	.....	13,718	.....	.....
Morocco	1,325	493	2,743	1,835	3,003
Australia . . . . .	.....	.....	.....	9,876	8,004
Tunisia	79	814	914	4,772	660
Argentina	2,029	1,307	23,335	3,323	3,005
Canada	211,552	123,787	176,697	168,469	114,981
United States . .	203,729	255,522	208,821	452,957	375,500
Other countries .	10,522	16,783	4,551	4,114	413
	504,948	410,537	436,438	655,218	505,566

Imports of Soft Wheat into Italy

Country of Origin	1926	1925	1924 In Metric Tons	1923	1922
Germany	60,329	4,384	.....	.....	.....
Jugoslavia	67,556	4,061	4,105	.....	.....
Roumania	111,858	7,470	8,105	2,271	12,097
Russia	35,770	4,419	26,802	3,234	.....
Ukraine	14,706	.....	25,268	.....	.....
British India	524	19,214	12,038	19,953	4,132
Australia	132,369	413,453	142,863	379,992	538,110
Egypt . . . . .	.....	.....	.....	50	433
Argentina	300,300	283,301	292,842	245,915	133,900
Canada	107,292	85,594	236,171	204,750	94,857
United States	741,389	979,939	943,279	1,266,501	1,390,376
Other countries	69,276	29,091	3,117	10,858	1,831
	1,641,369	1,831,376	1,694,590	2,133,524	2,175,736

Canada occupied second rank among countries exporting hard wheat to Italy in the years 1922-25 and first in 1926, whilst as far as soft wheat is concerned the Dominion took fourth place in 1922 and 1923, third in 1924, fourth in 1925, and fifth in 1926, the United States leading each year (except 1926) in both soft and hard wheat imports. The proportion of Canadian wheat in comparison with the total quantity imported into Italy rose from 8 per cent (209,838 metric tons) in 1922 to 15 per cent (318,844 metric tons) in 1926.

INCREASE IN IMPORTS THIS YEAR

An increase took place in Italy's imports of wheat in the course of the first eight months of this year as compared with the same period of 1926 and 1925. Canada had a large share in this increase (17.5 per cent of the total imports) and occupies first place in imports of hard wheat and fourth in those of soft wheat, as is illustrated in the following tables:—

Imports of Hard Wheat into Italy

Country of Origin	Jan.-Aug., 1927	Jan.-Aug., 1926	Jan.-Aug., 1925
	In Metric Tons		
Germany . . . . .	.....	18,697	.....
Russia	47,946	37,819	.....
Ukraine	1,675	1,184	.....
Morocco . . . . .	.....	1,108	.....
Tunisia . . . . .	.....	58	814
Argentina	2,502	1,615	1,222
Canada	236,876	128,985	76,666
United States	116,990	159,889	199,922
Other countries	2,599	6,665	12,214
	408,588	356,020	290,838

Imports of Soft Wheat into Italy

Country of Origin	Jan.-Aug., 1927	Jan.-Aug., 1926	Jan.-Aug., 1925
	In Metric Tons		
Germany	7,563	60,316	.....
Jugoslavia	6,913	46,135	560
Roumania	14,709	82,804	412
Russia	73,515	9,296	.....
Ukraine	10,696	5,112	.....
British India	426	373	18,876
Australia	314,626	127,390	406,448
Argentina	242,772	265,380	244,214
Canada	84,065	70,429	68,334
United States	652,393	531,062	851,221
Hungary	11,953	23,099	.....
Other countries	505	9,353	6,701
	1,420,136	1,230,659	1,596,766

It is estimated that a further increase will take place in the Italian imports of wheat during the remaining months of the year to make up for this year's lower crop.

EXPORTS FROM CANADA TO THE UNITED STATES OF PRINCIPAL COMMODITIES PRODUCED ON CANADIAN FARMS, OR MANUFACTURED DIRECTLY FROM SUCH FARM PRODUCTS, DURING THE MONTH AND TWO MONTHS ENDED NOVEMBER 1926, 1927, 1928 AND 1929: WITH UNITED STATES TARIFF RATES IN FORCE

(COMPILED BY THE EXTERNAL TRADE BRANCH, DOMINION BUREAU OF STATISTICS, AND THE FOREIGN TARIFFS DIVISION)

Commodities	Month of November				Two Months ended November				United States Tariff Rates in force		
	1926	1927	1928	1929	1926	1927	1928	1929	Prior to May 27, 1921	From May 27, 1921 to Sept. 21, 1922	Subsequent to Sept. 21, 1922
Animals (except for improvement of Stock)—											
Cattle.....	78,860	59,836	20,007	123,976	66,039	113,759	39,535	113,759	Free	30 p.c.	(a)
Horses.....	6,078,540	837,248	600,799	9,563,154	3,634,723	1,453,825	1,256,756	6,053,488	Free	10 p.c.	(b)
Poultry.....	100,821	46,108	8,322	151,276	16,520	74,355	12,107	21,600	10 p.c.	10 p.c.	(c)
Sheep.....	225,025	172,579	183,308	348,248	184,204	344,812	284,042	273,723	1c. per lb.	1c. per lb.	3c. per lb.
Fruits—											
Apples, green or ripe.....	4,808	113,728	764	8,929	11,494	370,786	10,234	46,326	Free	(c)	\$2 per head
Apples, dried.....	23,276	557,840	3,310	41,457	1,899,363	52,448	230,616	10c. bu. 50 lb.	30c. bu.	25c. bu. 50 lb.	
Berries, fresh.....	120,050	15,610	335,509	297,450	32,939	98,820	1c. per lb.	1c. per lb.	1c. per lb.	2c. per lb.	
Grains—											
Barley.....	6,315	21,700	27,625	16,502	1,377,576	98,820	133,531	98,974	1c. per qt.	1c. per qt.	1c. per lb.
Beans.....	199	8	24	128	3,695	11,266	3,695	11,266	15c. bu. 48 lb.	15c. bu. 48 lb.	20c. bu. 48 lb.
Buckwheat.....	6,307	16,313	11,224	1,205	54	561	25c. bu. 60 lb.	2c. lb.	Free	1c. lb.	1c. lb.
Oats.....	61,786	161,173	87,495	15,741	20,827	14,359	14,359	1,805	Free	10c. per 100 lb.	10c. per 100 lb.
Peas, whole.....	47,807	75,545	44,477	73,862	228,162	147,537	133,288	6c. bu. 32 lb.	6c. bu. 32 lb.	15c. bu. 32 lb.	15c. bu. 32 lb.
Peas, split.....	39,766	76,826	16,503	57,051	45,910	22,247	25,822	49,131	10c. bu. 60 lb.	10c. bu. 60 lb.	1c. lb.
Rye.....	47,049	60,000	1,477	133,104	21,468	58	400	2,031	20c. bu. 60 lb.	20c. bu. 60 lb.	1c. lb.
Wheat.....	8,623,718	49,200	1,715,298	225,281	66,482	2,623	1,384	3,486,720	Free	Free	15c. bu. 56 lb.
Grain Products—											
Bran, shorts and middlings.....	182,932	122,198	230,000	255,754	421,888	208,916	591,198	1,063,669	Free	20 p.c.	(e)
Wheat Flour.....	339,234	112,619	270,321	501,487	573,986	143,060	1,600	8,060	Free	20 p.c.	(f)
Meats—											
Bacon, hams, shoulders and sides.....	2,167,367	635,871	10,551	3,737,876	3,331,929	3,653	3,924	306,690	Free	25 p.c.	3c. p. lb. (g)
Beef, fresh, chilled or frozen.....	576,318	115,732	1,004,775	1,057,198	634,421	7,714	136,826	1,967,402	Free	25 p.c.	2c. per lb.

Mutton and lamb, fresh, chilled or frozen		14,522	14,992	1,630	3,283	30,328	29,927	6,017	7,270	2c. per lb.	Free	2c. per lb.	(h)
Pork, fresh, chilled or frozen		361,267	243,252	35,051	68,816	781,898	469,407	139,757	183,818	Free	Free	2c. per lb.	
Pork, dry-salted and pickled		33,400	26,952	311,428	14,535	3,042	1,388	30,410	36,959	Free	Free	2c. per lb.	
Poultry, dressed or undressed		1,251	857	10,835	7,754	50,056	109,139	13,050	26,842	Free	Free	25 p.c.	
Other meats, including canned meats, but excluding extracts		48,368	106,771	10,835	7,601	50,056	109,139	13,050	26,842	Free	Free	2c. per lb.	
Milk and milk products—		2,424	1,053	12,828	6,719	5,258	2,451	22,170	17,384	Free	Free	25 p.c.	
Butter		35,964	12,100	119,554	65,045	80,912	25,889	176,937	188,982	Free	Free	25 p.c.	
Cheese		671,456	969,826	52,600	2,600	1,150,706	1,912,002	158,200	3,200	2c. per lb.	2c. per lb.	12c. per lb. (i)	
Cream		11,969	3,653,310	16,151	1,118	587,152	700,231	49,601	1,384	20 p.c.	20 p.c.	23 p.c.	
Milk, fresh		4,701	1,053,570	3,415,400	2,344,000	86,515	2,277,691	5,974,900	4,078,100	Free	Free	5c. gal. (k)	
Milk, condensed, evaporated, and milk powder		110,050	121,611	260,993	254,475	295,863	295,863	915,511	633,408	Free	Free	2c. gal. (l)	
Seeds—		187,881	186,012	664,604	518,719	415,025	448,700	1,621,554	1,196,705	Free	Free	2c. gal. (k)	
Clover seed, alsike		45,927	28,024	91,724	71,180	79,210	62,397	1,000,465	735,527	Free	Free	2c. gal. (k)	
Clover seed, alfalfa and red		524,450	873	598,900	958,100	1,612,594	32,701	1,551,500	1,530,300	Free	Free	2c. per lb.	
Clover seed, other		66,150	115	55,668	82,662	216,745	7,128	132,118	134,352	Free	Free	1c.—3c. lb.	
Flaxseed		1,899	12,992	2,190	21,811	3,103	24,127	4,146	34,342	Free	Free	4c. per lb.	
Grass seed		23,204	116,171	34,814	254,156	41,945	221,424	49,694	393,870	Free	Free	4c. per lb.	
Vegetables—		45	396	127,623	1,459	45	3,006	213,513	23,703	Free	Free	4c. per lb.	
Potatoes		210	346	15,166	2,475	1,363	1,000	145,185	21,134	Free	Free	10c. bu. 56 lb.	
Sugar beets		1,046	2,166	86,847	10,697	9,063	866,600	847,018	265,480	Free	Free	2c. per lb.	
Turnips		47,546	171,699	217,125	118,128	121,812	1,614,313	1,694,855	499,077	Free	Free	10c. bu. 56 lb.	
Miscellaneous Products—		122,183	309,061	427,214	216,101	331,766	9,249	13,272	35,430	Free	Free	2c. per lb.	
Eggs		6,977	18,861	11,404	16,221	9,249	121,919	29,630	37,006	Free	Free	15 p.c.	
Hay		14,555	77,657	25,623	22,334	19,632	121,919	29,630	37,006	Free	Free	15 p.c.	
Maple sugar		674,547	171,195	1,897,143	1,032,655	992,981	288,330	2,382,421	1,070,695	Free	Free	50c. per 100 lb.	
Tallow		3,670	4,531	15,640	24,644	5,707	7,448	1,089,089	956,211	Free	Free	50c. per 100 lb.	
Wool		32,624	27,201	182,349	147,996	50,885	44,876	195,598	270,514	5 p.c.	5 p.c.	80c. ton 2,240 lb.	
Total value of above commodities		444,873	307,047	464,149	408,071	732,940	791,550	817,180	813,020	15 p.c.	15 p.c.	12c. per 100 lb.	
		95,557	77,369	142,918	91,141	199,715	217,026	261,256	183,786	Free	Free	12c. per 100 lb.	
		35,430	29,672	1,095	456	82,593	105,009	34,665	687	Free	Free	8c. per doz.	
		24,881	16,125	592	223	56,750	50,404	15,653	320	Free	Free	8c. per doz.	
		6,652	11,114	18,166	4,681	20,137	212	33,476	9,526	Free	Free	8c. per doz.	
		152,243	2,766	40,538	460,736	4,486	333,618	70,864	\$2 ton 2,240 lb.	\$2 ton 2,240 lb.	\$2 ton 2,240 lb.		
		16,279	347,743	9,910	76,275	732,611	540,490	73,768	385,446	3c. per lb.	3c. per lb.	4c. per lb.	
		5,181	25,678	1,450	4,380	2,923	39,003	15,395	68,277	Free	Free	4c. per lb.	
		2,056	1,938	1,450	4,380	2,923	39,003	15,395	68,277	Free	Free	4c. per lb.	
		16,366	10,445	10,528	36,670	27,975	14,577	25,592	58,481	Free	Free	4c. per lb.	
		339,283	24,180	639,511	914,863	723,925	107,455	1,260,588	2,304,098	Free	Free	4c. per lb.	
		88,383	2,426	180,350	281,183	213,014	10,614	351,871	664,990	Free	Free	4c. per lb.	
		32,373,411	9,569,374	8,474,821	12,709,285	62,109,016	17,633,141	17,390,571	20,990,180	Free	Free	4c. per lb.	

(a) Cattle weighing less than 1,050 pounds, 1½c. per lb.; 1,050 pounds or over, 2c. per lb. (b) Horses valued at not more than \$150 each, \$30 per head; more than \$150 each, 20 per cent; (c) Sheep, one year old or over, \$2 per head; less than one year old, \$1 per head. (d) Prior to April 6, 1924, 30c. per bush. (e) Prior to May 27, 1921, to September 21, 1922, free, if wheat products, but otherwise apparently 15% ad. val.; from September 21, 1922, to April 6, 1924, 15% ad. val.; subsequent to April 6, 1924, if from wheat 7½% ad. val.; if from other cereals, 15% ad. val. (f) Prior to April 6, 1924, 78c. per 100 lb. (g) Applies to particular meat in question when "fresh." (h) Mutton, fresh, 24c. per lb.; lamb, fresh, 4c. per lb. (i) Prior, to April 5, 1926, 8 cents per lb. (j) Cheese, 3c. per lb., but not less than 25 per cent. (k) i.e. 231 cubic inches, about equal to five-sixths of imperial gallon. (l) Clover seed, crimson, 1c. per lb., white, 3c. per lb. and other, 2c. per lb. (m) Dutiable at various rates. See *Commercial Intelligence Journal* No. 974, Sept. 30, 1922, pages 516-7.

FINANCIAL AND COMMERCIAL SITUATION IN BRAZIL

FRANK KNIGHT, OFFICE OF THE TRADE COMMISSIONER

FOREIGN TRADE OF BRAZIL

Rio de Janeiro, November 17, 1927.—Advance statistics for the first six months of this year show total imports to the value (expressed in sterling) of £39,731,000 as compared with £40,020,000 for the same period in 1926. Exports for the first six months of 1927 were £38,387,000 as against £43,276,000 from January to June last year.

It will be seen from the above that there is an unfavourable half-yearly trade balance in pounds sterling of £1,344,000 against a favourable balance of £3,256,000 for the first six months of 1926. This sterling decline in value of exports from January to June, 1927, is due to some extent to the fall in prices, difference in exchange, and the importation of bulk volume such as coal, as indicated by the following comparative table of imports and exports for the first six months of 1926 and 1927.

Imports

	1926			1927		
	*Contos of Reis (paper)	In £1,000	Metric Tons	*Contos of Reis (paper)	In £1,000	Metric Tons
Jan.-March	672,020	20,291	1,365,223	842,886	20,467	1,456,500
April-June. . . .	650,789	19,729	1,357,246	793,301	19,264	1,344,596
Total.	1,322,809	40,020	2,722,469	1,636,187	39,731	2,801,096
<i>Exports</i>						
Jan.-March	785,242	23,735	456,031	853,219	20,713	435,197
April-June. . . .	641,553	19,541	393,298	727,813	17,674	454,476
Total.	1,426,795	43,276	849,329	1,581,032	38,387	889,673

* 1 conto = \$120.

It will be noted from the figures for the first six months of this year that the total volume of merchandise exported actually exceeded the 1926 figures for the same period by 40,344 tons, but the total sterling value was less by £4,889,000. With regard to imports, the volume received from January to June shows an increase of 78,627 tons over the 1926 period in question; the sterling value decreased by £289,000. Advance figures for the average daily exports of thirteen leading articles in £1,000 were as follows for January to October, 1926 and 1927 respectively, from the ports of Rio and Santos:—

	Jan.	Feb.	Mar.	Apr.	May	June	July	Aug.	Sept.	Oct.
1926.	208	186	163	163	150	136	186	179	187	187
1927.	185	166	156	124	119	151	149	147	173	215*
	— 23	— 20	— 7	— 39	— 31	+ 15	— 37	— 32	— 14	+ 28

* 1st to 28th.

These figures do not look very promising for Brazil's favourable balance of trade this year, but they are subject to correction. The thirteen leading exports in order of importance are: coffee, manganese, meat, sugar, beans, cotton, rice, hides, lard, cocoa, tobacco, cotton seed, and mandioca flour.

COFFEE

Referring to the above table, it is interesting to note that the price movement of coffee in Santos 4's has been steadily increasing during the last three months, the average prices being 17.02 cents for August, 17.87 cents for September, and 20.45 cents up to October 28, the lowest quotation being 19.40

cents at the beginning of the month and 21.50 cents at the end of October. All prices are per pound f.o.b. The latest reports advise that the market is steady and export demand good.

LOANS

Of the many rumoured foreign loans, Lazard Brothers of London have closed a contract for £5,000,000 with the new State Bank of Sao Paulo for the Coffee Institute. The bank referred to above was floated with capital of the Institute of Coffee, and the loan was against the coffee crop for a period of twelve months, with option of prorogation for a further six months. The Institute are the endorsers of the loan, and it will be exclusively used in the financing of coffee, advances being made up to 50 per cent of the present market prices against coffee warrants. This is in addition to the £10,000,000 loan made by the same bankers to the Institute last year.

The State of Matto Grosso has also contracted a loan in New York through Furland & Co. for \$3,000,000 at 97 with $7\frac{1}{2}$ per cent interest. This loan, it is stated, will be employed in colonization and development of public works.

BUSINESS CONDITIONS

In spite of the arrangements made by the Institute of Coffee in regard to the loans mentioned elsewhere in this report, growers in the interior do not appear to be receiving much cash, and they were subject to the speculators at prices under those ruling. This naturally reflects on the demand for goods in the interior. With a large number of firms throughout Brazil still in financial difficulties, it would be an overstatement to say that improvement is imminent.

A number of trade reviews are pointing out to the countries whose interests they represent the increasing investment of American capital in Brazil, particularly in utility and industrial enterprises. This naturally is accompanied by American administration, and is followed sooner or later by a demand for United States materials and products.

General importers are doing little business on goods for immediate consumption. The automobile market still continues dull, especially in the demand for taxis, probably on account of the extensive bus services now in operation throughout the principal cities. On the other hand, the market for tires is reported to be improving. In iron and steel no abnormal demands are noted. Residential house construction, however, is active and creates a certain steady movement for general hardware, but principally in the cheaper articles imported from Germany. The market for paper, chiefly newsprint, has been dull. Competition in this line is extremely keen, and what sales have been made have given small profits to the mills. Prices of newsprint have been well under £14 per ton c.i.f. Rio.

The sale of imported foodstuffs has shown favourable increases, and the market for imported fresh fruits is fair. Canadian apples are expected on the market in small quantities and it is hoped that a demand will be created. The market for cement has continued fair, German, Polish, and Scandinavian producers keenly contesting for orders. General leather business has been a little steadier with some increase in the sale of fancy leathers.

October arrivals of codfish for Rio, according to statistics gathered from importers, were as follows: Norwegian, 4,500 cases; Scotch, 11,500; Canadian, 1,950 cases. Market quotations for cases were 110 to 125 milreis, and the estimated Rio stock on October 31 was 8,000 cases.

THE FALL IN THE VALUE OF THE YEN

ACTING TRADE COMMISSIONER RICHARD GREW

Kobe, November 14, 1927.—The recent decline in the value of the yen has caused considerable speculation and alarm on the part of bankers and others interested in foreign trade.

It is generally agreed that the rapid rise in the value of the yen last spring was caused by artificial means, one of the chief factors being the anticipation that the gold embargo would be lifted soon after Mr. Kataoka assumed the portfolio of Minister of Finance. This action was not taken, due to the financial panic which took place. The credit of the country in foreign markets was thus weakened, and with the disappearance of the prospect of the removal of the embargo in the near future, the tendency of the exchange was reversed.

Another factor which has had its share in causing the yen to decline is the rise in the value of silver in the Shanghai market. At this time of year there is a large demand for silver in China and India, which is needed for the movement of crops. Consequently the price of silver has risen, accompanied by a depressing influence on the yen because exchange brokers in these countries are disposing of their yen holdings to buy silver.

This is generally regarded as the approach of Japan's buying season. It is the season for raw cotton importations, and these are being paid for with drafts on London. As there is no corresponding demand for the yen, exchange has been going down. The Yokohama Specie Bank is the principal financial agent for purchases of cotton from India and the United States, and its operations, conducted in the course of normal trade, have been considered in part responsible for this decline. In the ordinary course of events the exportation of raw silk counteracts the influence caused by the purchase of raw cotton. This year, however, less silk has been exported and the prices obtained have been lower than usual. Consequently raw silk shipments have been insufficient to offset the cotton purchases. Further, when a currency is on the down trend speculative elements are active, and in this case the yen is made the target of their activity, thereby further accelerating the movement. Another feature to which consideration must be given is the extremely low interest rates now prevailing in this country. Since the panic last spring money has accumulated in the larger and stronger banking institutions to such an extent that it is extremely difficult for these banks to invest these accumulated funds in safe projects. If these funds are invested in foreign securities, it means a further weakening of the yen. On the other hand, business is in such a depressed condition here that bankers are extremely cautious as to what projects they lend out their surplus funds.

The fact that nothing is definitely known as to what action will be taken for the relief of the various banks that were forced to close their doors during the panic is another reason for the unsettled condition of the exchange. In certain circles it is feared that any measures that may be taken to assist these banks may be in the form of large loans made by the Government. This will merely mean a further inflation of the currency and will only be a temporary relief.

Considerable criticism has been made regarding the floating of large loans in foreign money markets. This action tends to further weaken the value of the yen, and the opinion has been expressed that measures should be taken by the Government to prohibit, for the time being, this method of financing. However, it must be pointed out that others consider this a factor that will bring the yen more nearly normal.

For the various reasons mentioned above, the fall in the value of the yen is viewed with considerable alarm, especially as fluctuations in the exchange rate induce corresponding fluctuations in prices, a fact which proves a menace to industry as a whole.

However, another body of opinion puts forth the argument that further pressure on the yen will facilitate the completion of many important loan negotiations which will, in turn, act as a bullish factor for the currency. Another factor that is emphasized is that there may be a possible transfer to this country of Japanese holdings of securities in the United States and other countries, estimated at around 100,000,000 yen. If this does take place, it is natural that bankers will wait until about the time when the force of the yen decline has reached its limit. These factors suggest that once the yen begins to react favourably, the pace of recovery may prove a fairly rapid one.

LUMBER TRADE OF CHINA DURING FIRST HALF OF 1927

TRADE COMMISSIONER L. M. COSGRAVE

Shanghai, November 10, 1927.—Recent reports on China's imports and consumption of timber during the first half of the year indicate a decidedly depressed market, due to the continued civil wars and political disturbances particularly in Central and North China, the chief consuming areas for Pacific Coast lumber.

Total shipments of Douglas fir of all grades to China, exclusive of logs and box lumber, for the period January 1 to June 30, 1927, amounted to 77,000,000 feet b.m. This lumber consisted largely of material which had been ordered last Autumn, shipment of which had been suspended at the request of local buyers during the disturbances in Shanghai in the first four months of the year or following the coming into power in this area of the Southern Nationalists.

Apart from the supply of lumber required for construction of barracks and completion of building contracts already in hand, the market has been stagnant. Replacements have been effected on a hand-to-mouth basis, and dealers are loath to commit themselves for future orders.

As a result, stocks held in native yards outside the foreign settlements and concessions suffered considerably through deterioration and are being disposed of at sacrifice prices. This has had, and is still having, a distinctly bad influence on the lumber trade in general, as this lumber sold under replacement cost is being absorbed for ordinary Chinese house construction, thus slowing up new and better grade shipments.

In box shoo manufacture, business is reported as practically dormant in Shanghai and North China with the exception of Manchuria, due to high taxation and interference in the operation of the large cigarette factories, which has resulted in a number of the more important plants closing down temporarily. As log shipments from the Pacific Coast to China are mostly absorbed for box shoo manufacture, importations have been small.

The outlook for the early autumn is, for the moment, not bright owing chiefly to attempts of various local officials to collect two and in some cases three months' rental from all property owners. This has had a serious effect upon real estate investments, and new construction of Chinese houses and factories has been in the majority of cases postponed until more satisfactory conditions prevail.

In the North China provinces, trade is reported somewhat better than in the Yangtsze valley area, but the recent heavy fighting between the Northern and Southern forces along the Yellow river has curtailed distribution from Tientsin and Tsingtao. Manchuria, on the other hand, reports increased activity,

and turnover for all lumber of all grades is reported to be normal. The chief buying and distributing centre is Mukden.

In native Chinese woods, the market is also reported to be quiet, as supplies from Hunan province have been prevented from coming down the Yangtze river owing to military interference, and shipments out of Fukien province have also been held up for the same reason.

BRITISH MERCHANDISE MARKS ACT

Applications have been made in Great Britain for Orders in Council to require an indication of origin on the following classes of goods: (1) copper plates, sheets, strips and other rolled sections, rods and wire (other than insulated wire); (2) shaving brushes of all descriptions; (3) sheet lead and lead pipes, including lead-encased pipes and pipes known as compo pipes; (4) cast-iron enamel baths of all descriptions. According to usual procedure, the applications have been referred to a standing committee for investigation. The committee will consider whether the goods should bear a mark of origin at the time of sale or exposure for sale, and may at their discretion report on whether they should be marked at the time of importation.

TENDERS INVITED

Australia

Copies of tender forms and specifications have been received from Trade Commissioner D. H. Ross, Melbourne, for machinery required by the Supply and Tender Board of South Australia, Adelaide, for the railway workshops of that State.

The tender forms and specifications are open to the inspection of interested Canadian manufacturers at the Department of Trade and Commerce, Ottawa.

Tenders in conformity to the specifications should be promptly addressed to the Secretary, the Supply and Tender Board, Adelaide, South Australia.

Particulars of the several requirements are briefly outlined thus:—

One 10-inch combination turret lathe, and electrical equipment for same, as specified.

One vertical turret lathe, and thread-cutting attachment and electrical equipment for same, as specified.

One precision boring, facing, and milling machine, as specified.

One draw-stroke shaping machine, and electrical equipment, as specified.

One double-headed centreing machine, and electrical equipment for same, as specified.

Tenders for each of these items close on March 21, 1928. The last available mail leaves San Francisco on February 21, and is due at Adelaide on March 19.

New Zealand

Copies of specifications have been received from Mr. Paul Sykes, Assistant Canadian Trade Commissioner at Auckland, for equipment required by the Public Works Department, Wellington, as follows:—

Lake Coleridge Electric Power Scheme—Section 210, 11,000-volt switchgear. (Tenders close March 27, 1928.)

Waikaremoana Electric Power Scheme—Section 86, manufacture, supply and delivery of one outdoor type automatic induction voltage regulator. (Tenders close January 24, 1928.)

These specifications are open for inspection at the Department of Trade and Commerce, Ottawa. Tenders should be addressed to the Secretary, Public Works Supplies and Tenders Committee, Wellington, in accordance with the specifications.

FOREIGN EXCHANGE QUOTATIONS FOR THE WEEK ENDING DECEMBER 19, 1927

The Foreign Exchange Department of the Bank of Montreal has furnished the following statement of the nominal closing quotations for all the principal exchanges for the week ending December 19, 1927. Those for the week ending December 12, 1927, are also given for the sake of comparison.

Country	Monetary Unit	Parity	Week Ending December 12, 1927	Week Ending December 19, 1927
Britain	£	\$4.86½	\$4.8896	\$4.8892
Belgium	Belga	.1390	.1401	.1400
Czecho-Slovakia	Krone	.....	.0296	.0296
Finland	Mark	.0252	.0252	.0252
France	Fr.	.1930	.0394	.0394
Holland	Florin	.4020	.4050	.4046
Italy	Lire	.1930	.0544	.0543
Spain	Pes.	.1930	.1675	.1672
Portugal	Esc.	1.0805	.0500	.0500
Switzerland	Fr.	.1930	.1934	.1933
Germany	Reichs Mk.	.2382	.2391	.2392
Greece	Dr.	.1930	.0133	.0133
Norway	Kr.	.2680	.2664	.2666
Sweden	Kr.	.2680	.2702	.2704
Denmark	Kr.	.2680	.2685	.2685
Austria	Schilling	.1407	.1412	.1412
Japan	Yen	.4985	.4598	.4615
Siam	Tical	.3709	.4500	.4550
India	Rupee	.3650	.3693	.3693
United States	\$	1.0000	1.0010	1.0012
Mexico . . . . .	\$	.4985	.4840	.4845
Argentine Rep.	Peso (Paper)	.4244	.4282	.4281
Brazil	Mil.	.5462	.1198	.1205
Jamaica	£	4.86½	4.8800	4.8800
British Guiana	\$	1.0000	1.01—1.02½	1.01—1.02½
Barbados	\$			
Trinidad	\$			
Dominica	\$			
St. Kitts	\$			
Grenada	\$			
St. Vincent	\$			
Tobago	\$			
China	Taël	.....	.6431	.6412
Batavia, Java	Guilder	.4020	.4040	.4040
Peru	Libra	4.8665	3.8700	3.9000
Singapore, Str. Settlement . . . . .	\$	.5678	.5700	.5737

TRADE INQUIRIES FOR CANADIAN PRODUCTS

Since the publication of the last *Commercial Intelligence Journal* there have been received the following inquiries for Canadian products. The names of the firms making these inquiries, with their addresses, can be obtained only by those specially interested in the respective commodities upon application to: "THE COMMERCIAL INTELLIGENCE BRANCH OF THE DEPARTMENT OF TRADE AND COMMERCE, OTTAWA," OR THE BOARDS OF TRADE AT ST. JOHN, HALIFAX, QUEBEC, SHERBROOKE, MONTREAL, TORONTO, WOODSTOCK, ST. MARY'S (ONT.), PORTAGE LA PRAIRIE, ST. BONIFACE (MAN.), WINNIPEG, VANCOUVER, NEW WESTMINSTER, AND PRINCE RUPERT; THE CHAMBERS OF COMMERCE AT BELLEVILLE, PETERSBOROUGH, HAMILTON, ST. CATHARINES, STRATFORD, GUELPH, BRANTFORD, LONDON, ST. THOMAS, SARNIA, AND VICTORIA (B.C.); THE CHAMBRE DE COMMERCE, DISTRICT OF MONTREAL; BORDER CHAMBER OF COMMERCE, WINDSOR; THE CANADIAN MANUFACTURERS' ASSOCIATION OFFICES AT TORONTO, MONTREAL, WINNIPEG, EDMONTON, VANCOUVER, AND VICTORIA; AND THE KITCHENER AND WATERLOO MANUFACTURERS' ASSOCIATION, KITCHENER (ONT.).

Foodstuffs

1217. FISHSTUFFS.—A Chinese commission merchant at Paramaribo, Dutch Guiana, wishes to be placed in touch with exporters of dried hake and haddock in long casks of 448 pounds, pickled salmon and alewives in barrels of 200 pounds, and smoked herrings in cases of 2/20-pound boxes. Prices should be quoted c.i.f. Georgetown, Demerara, B.G., or Paramaribo, D.G.

1218. CANNED LOBSTER.—A Glasgow firm specializing in canned goods would like to obtain net prices of 1-pound and ½-pound tins of lobster, and also sample labels.

1219. CANNED SALMON.—A London company seek the representation of Canadian packers of canned salmon.

1220. CANNED FRUIT AND VEGETABLES.—A London company seek the representation of Canadian packers of canned fruits and vegetables.

1221. FRESH FRUIT AND ONIONS.—A New Zealand firm of importers and manufacturers' representatives desire to be put in touch with exporters of fresh fruit and onions, with a view to representing them in that country.

1222. SPLIT PEAS.—A Chinese commission merchant in Paramaribo, Dutch Guiana, wishes to be placed in touch with exporters of split peas in 200- and 100-pound bags. Prices should be quoted c.i.f. Georgetown, Demerara, British Guiana, or Paramaribo, Dutch Guiana.

1223. HAMS AND BACON.—Brussels firm are anxious to get in touch with Canadian exporters of hams and bacon. Prices c.i.f. Antwerp.

1224. MACARONI.—Brussels firm would like to hear from Canadian exporters of macaroni. Prices c.i.f. Antwerp.

1225. GUM DROPS.—A Liverpool wholesale firm regularly handling American standard gum drops in 320-pound barrels would be willing to consider offers from Canadian manufacturers. Samples necessary, and quotations should be duty-paid ex quay Liverpool.

1226. GUM DROPS.—A North of England wholesale firm, at present handling American standard gum drops, would be prepared to consider doing a direct business with Canadian manufacturers, and invite prices and samples.

1227. GUM DROPS.—A Liverpool firm at present importing direct from the United States are prepared to consider offers from Canadian manufacturers. Samples and c.i.f. Liverpool prices necessary.

1228. LARD.—Brussels firm desire to hear from Canadian exporters. Prices c.i.f. Antwerp.

1229. ANIMAL FATS.—Brussels firm are desirous of receiving c.i.f. Antwerp quotations from Canadian exporters of animal edible fats.

Miscellaneous

1230. TALLOW.—Brussels firm wish to hear from Canadian exporters of tallow.

1231. SEED PEAS.—An English firm of importers of seed peas would like to hear from Canadian exporters in reference to future business.

1232. GRAINS AND CEREALS.—A firm in Catania, Italy, would like to be appointed as representatives of Canadian exporters of grains and cereals.

1233. FISH MEAL.—An agent in Hamburg, Germany, would like to act as selling agent for Canadian fish meal exporters.

1234. MEN'S FELT HATS.—A Shanghai importing firm seek connections with a Canadian manufacturer of men's felt hats, all qualities and grades. Samples and c.i.f. quotations should be forwarded direct.

1235. CLOTHES PEGS.—A Birmingham firm of importers are considering quotations on 4½-inch hardwood clothes pegs, packed 5-gross cardboard or wooden cases, in carload lots c.i.f. Liverpool or Manchester. Canadian manufacturers are invited to quote.

1236. CORSET RIBS.—Canadian manufacturers are requested to submit samples and c.i.f. prices.

1237. REFRIGERATING PLANT.—An Irish Free State importer desires to represent a Canadian manufacturer of refrigerating machines, suitable for use in creameries.

PROPOSED SAILINGS FROM CANADIAN PORTS

(The sailing dates are approximate and subject to change without notice)

From St. John

To ANTWERP.—Canadian Explorer, Jan. 4; Canadian Planter, Jan. 18—both C.G.M.M.; Balfour, Dec. 31; Bolingbroke, Jan. 21—both Canadian Pacific.

To AVONMOUTH.—Salacia, Anchor-Donaldson, Jan. 20.

To BELFAST, LONDONDERRY, CORK AND DUBLIN.—Torr Head, Head Line, Jan. 9.

To CARDIFF AND SWANSEA.—Canadian Britisher, Dec. 28; Canadian Mariner, Jan. 11; Canadian Traveller, Jan. 25—all C.G.M.M.

To GLASGOW.—Salacia, Anchor-Donaldson, Jan. 20; Bothwell, Canadian Pacific, Jan. 14.

To LIVERPOOL.—Minnedosa, Dec. 30; Montrose, Jan. 6; Montcalm, Jan. 13; Melita, Jan. 20—all Canadian Pacific.

To LONDON.—Balfour, Dec. 31; Beaverburn, Jan. 7; Bolingbroke, Jan. 21—all Canadian Pacific; Canadian Explorer, Jan. 4; Canadian Planter, Jan. 18—both C.G.M.M.; Bay State, Dec. 27; Ariano, Jan. 17—both Furness Line.

To HULL.—Bay State, Dec. 27; Ariano, Jan. 17—both Furness Line.

To MANCHESTER.—Manchester Division, Jan. 7; Manchester Regiment, Jan. 21—both Manchester Liners.

To BORDEAUX AND HAVRE.—Laval County, County Line, Jan. 7.

To ROTTERDAM.—Queen's County, Jan. 10; Hada County, Jan. 25—both County Line.

To HAMBURG.—Cairngowan, Dec. 29; Cairnross, Jan. 12—both Thomson Line; Beaverburn, Canadian Pacific, Jan. 7; Brant County, County Line, Jan. 14.

To COPENHAGEN AND BALTIC PORTS.—Dania, Scandinavian-American Line, Jan. 15.

To ITALIAN PORTS.—Vallemare, Lloyd Mediterraneo Italian Service, Jan. 12.

To SOUTH AND WEST AFRICAN PORTS.—Elm Park, Elder Dempster Line, Jan. 15.

To BERMUDA, ST. KITTS, ANTIGUA, MONTSERRAT, DOMINICA, ST. LUCIA, BARBADOS, ST. VINCENT, TRINIDAD AND DEMERARA.—Canadian Carrier, Dec. 31; Canadian Pathfinder, Jan. 14—both C.G.M.M.; Invernia, Dec. 28; Adolf Bratt, Jan. 11—both Pickford & Black; Terne, Ocean Dominion SS., Dec. 29.

To AUSTRALIAN AND NEW ZEALAND PORTS.—Ikala, New Zealand SS., Jan. 14.

From Halifax

To ANTWERP.—Canadian Explorer, C.G.M.M., Jan. 6.

To CARDIFF AND SWANSEA.—Canadian Britisher, Dec. 30; Canadian Mariner, Jan. 13—both C.G.M.M.

To GLASGOW.—Rexmore, Furness, Withy, Jan. 3.

To LIVERPOOL.—Median, White Star-Dominion, Dec. 27; Kenmore, Dec. 31; Galtymore, Jan. 14; Nova Scotia, Jan. 21; Newfoundland, Jan. 25—all Furness, Withy; Ascania, Cunard Line, Jan. 16.

To LONDON.—Canadian Explorer, C.G.M.M., Jan. 6; Bay State, Dec. 29; Ariano, Jan. 18—both Furness, Withy; Bolivian, White Star-Dominion, Dec. 28; Antonia, Cunard Line, Jan. 9.

To MANCHESTER.—Manchester Division, Jan. 9; Manchester Citizen, Jan. 14; Manchester Regiment, Jan. 23—all Furness, Withy; Median, White Star-Dominion, Dec. 27.

To ST. JOHN'S, Nfld.—Kenmore, Dec. 31; Nova Scotia, Jan. 21; Newfoundland, Jan. 25—all Furness, Withy; Silvia, Dec. 27, Jan. 10, Jan. 24; Nerissa, Jan. 3, Jan. 17—both Red Cross Line; Farnorth, Dec. 31, Jan. 14; Sambro, Jan. 6—both Farquhar SS.

To ST. PIERRE-MIQUELON.—Pro Patria, French Mail SS., Jan. 3, Jan. 17.

To BERMUDA, BAHAMAS, JAMAICA AND BRITISH HONDURAS.—Canadian Fisher, Dec. 31; Canadian Forester, Jan. 21—both C.G.M.M.

To ST. KITTS, ANTIGUA, BARBADOS, TRINIDAD AND DEMERARA.—Canadian Squatter (calls at Guadeloupe), Jan. 6; Canadian Otter, Jan. 20—both C.G.M.M.

To BERMUDA, ST. KITTS, NEVIS, ANTIGUA, MONTSERRAT, DOMINICA, ST. LUCIA, BARBADOS, ST. VINCENT, GRENADA, TRINIDAD AND DEMERARA.—Canadian Skirmisher, Dec. 30; Canadian Carrier, Jan. 13; Canadian Pathfinder, Jan. 27—all C.G.M.M.; Invernia, Jan. 5; Adolf Bratt, Jan. 19—both Pickford & Black; Terne, Ocean Dominion SS., Jan. 7.

To NEW ZEALAND PORTS.—Canadian Highlander, C.G.M.M., Jan. 25.

To AUSTRALIAN PORTS.—Canadian Cruiser, C.G.M.M., Jan. 14.

To SANTIAGO (CUBA) AND KINGSTON (JAMAICA).—Caledonia, Dec. 28; Andalusia, Jan. 11—both Pickford & Black.

From Vancouver

To YOKOHAMA, KOBE, NAGASAKI, SHANGHAI, HONG KONG AND MANILA.—Empress of Canada, Canadian Pacific, Dec. 31.

To YOKOHAMA, KOBE, MIKE AND HONG KONG.—Talthybius, Blue Funnel, Jan. 10.

To YOKOHAMA, KOBE AND DAIREN.—London Maru, Osaka Shosen Kaisha, Jan. 17.

To HONOLULU, SUVA, AUCKLAND AND SYDNEY.—Aorangi, Canadian-Australasian Service, Jan. 11.

To MELBOURNE, SYDNEY AND BRISBANE.—West Carmona, American-Australian Orient Line, Jan. 14.

To AUCKLAND, WELLINGTON, DUNEDIN AND NAPIER.—West Nivaria, American-Australian Orient Line, Jan. 2.

To HAVRE, ANTWERP AND BORDEAUX.—Indiana, Jan. 3; Arizona, Jan. 17—both Cie. Gle. Transatlantique.

To MARSEILLES, BARCELONA, GENOA, LEGHORN, NAPLES, VENICE AND TRIESTE.—Leme, Navigazione Libera Triestina, Jan. 6.

To MANCHESTER.—Pacific Commerce, Dec. 27; Pacific Enterprise, Jan. 13—both Furness (Pacific) Line.

To LIVERPOOL, SOUTHAMPTON, LONDON AND ROTTERDAM.—Nichteroy, Dec. 31; Drecht dyk, Jan. 13—both North Pacific Coast Line.

To LONDON, HAMBURG, ROTTERDAM AND ANTWERP.—Kinderdyk, Jan. 3; Grootendyk, Jan. 24—both North Pacific Coast Line.

To TRINIDAD, BARBADOS AND GUADELOUPE.—Erik Frisell, Canadian Transport Co., Jan. 12.

To KINGSTON, JAMAICA.—Canadian Spinner, C.G.M.M., Jan. 11.

COMMERCIAL INTELLIGENCE SERVICE

CANADIAN TRADE COMMISSIONERS

Argentine Republic

E. L. McColl, Reconquista No. 46, Buenos Aires. *Cable Address, Canadian.* Territory includes Chile and Uruguay.

Australia

D. H. Ross. Address for letters—Box 196C. G.P.O., Melbourne. Office—Safe Deposit Building, Melbourne. *Cable Address, Canadian.*

Commercial Agent: B. Millin, The Royal Exchange Building, Sydney, N.S.W.

Belgium

Yves Lamontagne, 98 Boulevard Adolphe Max, Brussels. *Cable Address, Canadian.*

Brazil

A. S. Bleakney. Address for letters—Caixa Postal 2164 Rio de Janeiro; office, Avenida Rio Branco, 9. *Cable Address, Canadian.*

British West Indies

R. T. Young, Acting Trade Commissioner. Address for letters—P.O. Box 125, Port of Spain, Trinidad. Office, Colonial Bank Building. (Territory includes Barbados, Windward and Leeward Islands, British Guiana.) *Cable Address, Canadian.*

P. W. Cook. Address for letters—P.O. Box 225, Kingston, Jamaica. Office—Jamaica Mutual Life Insurance Building. (Territory covers Jamaica, Hayti, Central American States, Bermuda and the Bahamas.) *Cable Address, Cantracom.*

Cuba

James Cormack. Address for letters: Apartado 1945. Office Address: Calle Obrapia 35, Havana, Cuba. *Cable Address, Canadian.*

China

L. M. Cosgrave. Address for letters—P.O. Box 300. Office—North China Daily News Building, 17 The Bund, Shanghai. *Cable Address, Cancoma.*

France

Hercule Barré, 17 and 19 Boulevard des Capucines, Paris. *Cable Address, Cancomac.*

Germany

L. D. Wilgress, Gutrufhaus, Neuerwall 10, Hamburg 36. *Cable Address, Mapleleaf.* (Territory covers Germany, Russia; the countries on the eastern shore of the Baltic, Poland and Czecho-Slovakia.)

Holland

A. B. Muddiman, Beursplein 26B, Rotterdam. (Territory includes the Rhine valley.) *Cable Address, Canadian.*

India and Ceylon

H. R. Poussette, P.O. Box 2003, office, Sassoon House, 4 Lyons Range, Calcutta. *Cable Address, Canadian.*

NOTE.—Bentley's Complete Phrase Code is used by Canadian Trade Commissioners.

Irish Free State

F. W. Fraser, 66 Upper O'Connell street, Dublin. *Cable Address, Canadian.*

Italy

Jean J. Guay, Via Manzoni Nr. 5—Milan (2). *Cable Address, Canadian.*

Japan

J. A. Langley. Address for letters, P.O. Box 230. Office, Room No. 2, Meikai Building, Kobe. *Cable Address, Canadian.*

Mexico

C. Noel Wilde. Address for letters, Apartado Num. 126-bis, Mexico City. Office, Edificio Banco de Londres y Mexico, Num. 30. *Cable Address, Cancoma.*

Netherlands East Indies

R. S. O'Meara, P.O. Box 84, Batavia, Java. (Territory includes Straits Settlements, Federated Malay States, Indo-China, and Siam.) *Cable Address, Canadian.*

New Zealand

C. M. Croft. Address for letters, P.O. Box 33, Auckland. Office, Union Buildings, Customs street, Auckland. *Cable Address, Canadian.*

South Africa

G. R. Stevens, P.O. Box 683. Office, Westminster House, Adderly street, Cape Town. *Cable Address, Cantracom.*

United Kingdom

Harrison Watson, Canadian Building, Trafalgar Square, London, S.W. 1, England. (Territory covers Home Counties, South-Eastern Counties and East Anglia.) *Cable Address, Sleighing, London.*

J. Forsyth Smith, Fruit Trade Commissioner, Century Bldgs., 31 North John Street, Liverpool. *Cable Address, Canfrucum.*

Harry A. Scott, Trade Commissioner, Century Bldgs., 31 North John Street, Liverpool. (Territory covers North of England, Lincolnshire, North Midlands and North Wales.) *Cable Address, Cantracom.*

Douglas S. Cole, Sun Building, Clare street, Bristol. (Territory covers West of England, South Wales and South Midlands.) *Cable Address, Canadian.*

Gordon B. Johnson, 87 Union street, Glasgow, Scotland. (Territory covers Scotland and Northern Ireland.) *Cable Address, Cantracom.*

United States

Frederic Hudd, 44 Whitehall street, New York City. *Cable Address, Cantracom.*

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Deputy Minister: F. C. T. O'Hara

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TRADE OF THE AFRICAN SUB-CONTINENT

TRADE COMMISSIONER G. R. STEVENS

[Former reports in this series have been published serially in Nos. 1216-1223 and Nos. 1232-1233, and 1245-1247, and dealt with political divisions and population; production and natural resources; water communications of the countries; the distribution systems of Central and East Africa; customs tariffs; documentation; and confirming houses, finance and terms of payment; trading licenses; advertising; and trade returns of the Rhodesias, Southwest Africa, Mozambique, and Nyasaland and Belgian Congo.]

East African Group: Tanganyika; Zanzibar

One marked difference must be noted between the South African area and the East African territory.

A profound social divergence exists between the British and the Africander attitude towards the native. In South Africa and adjoining territories, the native has been detribalized in order to become the servant of the European. As he has no longer a peculiar social existence of his own, he tends to adopt European customs and to become a consumer of European goods. On this account the trade of South Africa, Southwest Africa, Southern Rhodesia, and (to a lesser degree) Northern Rhodesia, is in many respects a European trade. What the white man uses to-day the native will be demanding to-morrow. The manufacturer of any European commodity can regard the 10,000,000 natives south of the Zambesi as potential customers. They may not have the buying power to-day or to-morrow, but their desires are parallel to those of the European population.

An entirely different situation prevails in East Africa. There, to a large extent, the aboriginal tribal society has been sustained by the British authorities, and the natives, even when in touch with Europeans, do not endeavour to any particular extent to conform to European practices and usages. The native's customs and requirements remain those of his tribe, and not those of the white settlers. Moreover, the native tribes of the East Coast have profited from heavy infusions of Arab, Indian and other alien bloods, and the vigour drawn from these strains prevents the native peoples from too rapidly deserting immemorial customs and practises in order to ape the European.

When this interesting sociological condition is translated into economic terms, one finds the range of East African imports narrowed and the business highly specialized. The native requires very few commodities in his tribal life, and those commodities are of a precise nature. As an illustration of the difference between East Africa and South Africa, second-hand clothing is an immense Kaffir trade among the political divisions of the South African group. The majority of South African natives are clad in the cast-off raiment of Europe. In East Africa second-hand clothing is unsaleable; the natives wear their own distinctive garments. The business therefore is in cotton piece goods, and it is an extraordinarily specific and precise trade. Not only can the cotton piece goods demand of East Africa be forecasted, item by item, at any time, but the quantities, volumes and prices may be stated in advance without the slightest difficulty, given a base price for cotton. The demand is ultra-conservative; originality is a proof of unworthiness. The very piece goods themselves are in many cases tagged in the native tongue with the names of individual suppliers, and no other supplier need offer that particular item. To supply such a demand imposes very definite obligations upon manufacturers, and those who make goods for such custom make precisely what the customer wants. It is not too much to say that 50 per cent of the total imports into East Africa are made to order for that territory by suppliers with many decades of experience in the trade, whose brands are sufficient to sell the goods, and who know down to the last detail the necessities and intricacies of their particular businesses.

Such a condition, of course, restricts Canadian possibilities, as few Canadian manufacturers are in position to compete with the older trading nations in such specialized manufactures.

The foregoing remarks, of course, apply solely to the native trade. It is impossible to decide without exhaustive analysis what proportion of the imports of these East African Colonies go into native consumption and what proportion is entered for the European population. The European population of the British East African group, although only numbering 15,119 at the last census, have a very high purchasing power, due to the amount of capital invested in the principal East African agricultural enterprises. As a rough indication, however, one might say that about 35 per cent of all imports are entered for European consumption, and the remaining 65 per cent consists of a very limited range of commodities manufactured to the order of the various constituents of the native population.

DIVERSITY OF EAST AFRICAN BAZAAR TRADES

After the strong warnings in earlier chapters of this report, against Canadian manufacturers attempting the bazaar trade of East Africa, it may be though unnecessary to dwell upon their diversity and varying risks. But it is only fair to note that the situation is much better in some areas than in others. For the moment (spring of 1927) the Uganda bazaars are innocuous, since they cannot purchase anything at all. The break in the price of cotton has left that Protectorate financially impotent, and no business need be expected until conditions have improved. The Uganda bazaars, however, are of little interest to

Canadian firms even in prosperous times. Due to the excessively high freight rates upon the Uganda Railway, it is impossible to import more than a handful of staples for native consumption. The Buganda (Uganda native) cannot afford imported foodstuffs, since the freight rate from seacoast to Kampala, the chief distribution centre, is 5d. per pound. He cuts his coat according to one piece of cloth, and he gets along well with a bare minimum of metal goods. The Uganda bazaars therefore show little except cotton cloths, soap, lantern, ghee (clarified Indian butter), legumes and grains, knives, matches, and a little smallware of types which Canada neither manufactures nor employs.

The Kenya bazaars at present are even worse off than those of Uganda, not because business is as bad at the moment, but because they are operated upon a larger scale, and their commitments are greater. Mombasa is the largest distribution centre and the largest bazaar in East Africa, and there produce speculation is rife. As a result, the Mombasa bazaar presents a high degree of commercial uncertainty, particularly as it serves as the wholesale bazaar for all of East Africa. Moreover, the population of Mombasa is thoroughly cosmopolitan, incorporating Arab and Goanese elements in its commercial community in addition to Indians. It is of anything more heterogeneous in composition than any other community, and this circumstance likewise makes for risk.

In Zanzibar there is little business beyond the bazaar. In an economic sense, Zanzibar is an Indian island. There are less than three hundred Europeans in the Sultan's dominions, and the half dozen of the largest East African corporations who have branches there only import in order to supplement their export business. The larger bazaar merchants are more intimately connected with Bombay than with East Africa. The fact that Zanzibar only has one crop—cloves—whose fluctuation is not usually very marked, makes the atmosphere of the Zanzibar bazaar more healthy than that of Mombasa. But here likewise the speculative nature of the general trading creates a very unstable credit system. Many of the firms have no capital behind them, and have no commercial morality. It is fair, however, to note the presence, both in Zanzibar and in Dar-es-Salaam, of a few Indian firms of unquestionable financial ability and integrity, firms which operate in a variety of enterprises and have unusual resources behind them.

The Dar-es Salaam bazaar is undoubtedly the healthiest of all East African bazaar trades. Due to the readjustment of the war period, with its consequent restrictions upon credit, and also due to the less speculative nature of sisal and coffee, the principal Tanganyika crops, the bazaar trade of Tanganyika is less risky and more stable than that of the other centres. A walk through the bazaar shows a much greater diversity of stock, which is a sure sign of better demand and greater turnover. Moreover, the German wholesale merchant houses which were predominant in East Africa before the war are re-establishing themselves in Tanganyika more easily than in Kenya, Zanzibar and Uganda, and such houses have exceptional experience in dealing with the bazaar trades.

TANGANYIKA

For some years after the war Tanganyika remained very depressed, due in part to the destruction of estates, and the lack of cultivation for four years, and also because of the doubt regarding the political future of the territory. Furthermore, when the German estates were sequestered, and auctioned after the war, they fell in large part into the hands of speculators, and for a long time there was little improvement in the principal crops of the territory. However, Tanganyika turned the corner in 1923, and her record since then has been one of continued progress. The direction of pre-war commerce in Tanganyika was commented upon in some detail in the first section of this report (*Commercial Intelligence Journal* No. 1216, pages 594 and 597).

In submitting his report for 1926, the Tanganyika Controller of Customs wrote as follows:—

There have been more than the usual number of bankruptcies among the smaller Indian firms, due chiefly to the gradual reintroduction of the system of long credit, which is led by the German firms who are anxious to regain their footing in the market. Exporting firms do not seem to realize that long credit to the importer begets similar credit to the up-country merchant, who cannot resist the temptation to gamble when he has the use of other people's money. The inefficient book-keeping methods of the average Asiatic trader render it exceedingly difficult to bring home to defaulters offences against the bankruptcy laws.

The year ended with the bazaar in a very healthy condition and stocks somewhat below normal.

The principal statistics of trade for the last two recorded years were as follows:—

	1926 £	1925 £	Increase Per Cent
Exports	3,025,978	2,901,315	4.3
Imports	3,152,422	2,863,917	10.7
	6,178,400	5,765,232	

For the first time in recent years an excess of imports over exports is shown. This is largely the result of increased imports of Government material for public work.

EXPORTS

The principal domestic exports (omitting the Uganda and Belgium Congo transit trades) were as follows:—

	1926	1925
SisalTons	25,022 £ 911,293	18,276 £ 688,451
CoffeeCwts.	130,793 495,199	120,186 481,055
CottonCentals	109,450 427,437	100,848 540,481
Ground nutsTons	15,867 254,903	9,055 178,685
Hides and skinsCwts.	41,907 164,435	53,225 240,165
CopraTons	7,348 152,228	7,623 160,800
Other exports	620,483	611,678
	£3,025,978	£2,901,315

On account of the numerous challenges of Great Britain's administration in Tanganyika, it is interesting to compare the exports of 1926 with those of the last year under German administration.

In 1913 sisal was the only crop of any particular importance. In 1926 the volume of this crop was two-thirds greater and the value one-third greater than in 1913. In spite of the break in cotton prices, the value of cotton exports was three times greater than in 1913, the value of ground nuts two and a half times greater, the value of coffee ten times greater than in the last pre-war year. With the exception of hides and skins, and beeswax, which are very minor products, there was no commodity produced in Tanganyika in 1913 whose 1926 output was not greatly in excess of the best pre-war figures.

Of Tanganyika exports, sisal, cotton, and coffee are outstripping all others. As a matter of fact, these export crops are growing so rapidly as to cause very considerable concern, since the natives are neglecting food crops in order to produce exports. Every encouragement is being given to diversity in cultivation, and successful rice and other grain crops, which do not show in the exports, are beginning to play a considerable part in the economic development of this territory.

IMPORTS

The principal items which supplied more than 1 per cent of the total import trade of Tanganyika during 1925 and 1926 were as follows:—

Articles	1925		1926	
	£	Per Cent	£	Per Cent
Cotton piece goods	954,689	33.3	817,576	25.9
Foodstuffs	205,883	7.2	255,026	8.1
Building materials (including cement and galvanized sheets)	114,722	4.1	140,625	4.4
Kerosene and motor spirits	80,219	2.8	118,023	3.7
Spirits	36,423	1.3	37,880	1.2
Tobacco	23,903	0.8	30,301	1.0
Machinery	115,967	4.0	162,274	5.1
Iron and steel manufactures	294,271	10.3	297,724	9.4
Cigarettes	30,995	1.1	34,892	1.1
Wines and beer	24,306	0.8	30,126	1.0
Rice	37,579	1.3	43,099	1.4
Sugar	38,918	1.4	51,120	1.6

These figures reveal the preponderant importance of cotton piece goods. Normally this trade comprises about one-third of the total imports of the territory. The slump during 1926 was not due to lowered buying power, but to a heavy carry-over from the preceding year, together with a considerable import of duty-paid goods from Uganda, which does not show in these figures. As Uganda's purchasing power is based entirely upon cotton, and as cotton failed during the year under review, a considerable volume of the piece goods imports was switched to adjoining territories where the trade was better. This circumstance served to curtail Tanganyika's overseas purchases to some extent.

The higher imports of foodstuffs are the result of the increases in European population, as, with the exception of rice and sugar, which are entered under separate headings, and ghee, and small quantities of salt fish, there are no foodstuffs imports of any importance for the native trade. During 1926 the imports of flour increased by about 15 per cent and there was an increase of almost 50 per cent in general provision items. Condensed milk, tinned fish, biscuits and confectionery, butter and cheese, are all small trades, but they all showed appreciable increases. In the beverages and tobacco division the imports of whisky were stationary. There was, however, a small increase in cigarettes and manufactured tobaccos.

Among building materials, the imports of rough lumber increased very considerably, being about three times the volume of 1925. A similar increase was to be noted in galvanized sheets. The cement imports were up by about 1,000 tons over the preceding year, and appreciably larger quantities of builders' hardware were required. The trade in rough iron and steel shapes, although not large, showed an expansion. The imports of tubes and piping increased by almost 50 per cent. No progress, however, was made in fencing, which is a small business in Tanganyika. There was a slight decrease in the imports of rails, which for some years has been the largest single iron and steel item in the Tanganyika returns.

On account of the primitive methods employed by agricultural labour, the demand for agricultural and horticultural tools and implements, and for agricultural machinery, remains small. The imports of other tools, however, such as edge and artisans' tools, shovels and spades, and miscellaneous implements, increased somewhat. An increase was likewise to be noted in the imports of domestic hollow-ware. Marked growth occurred in practically all machinery items, which testifies to the progress of industrial enterprises. The purchase of such equipment has been increasing for several years in Tanganyika, and the advent of new capital is evidenced by the continued demand.

In textile items other than cotton piece goods, the trade improved in practically all lines of wearing apparel, such as ready-made clothing, boots and

shoes, and hosiery. A considerable proportion of these imports, however, are from British India, which suggests that the purchasing power of the Indian, who is the storekeeper of Tanganyika, is increasing more rapidly than that of the native population.

In the vehicles division, the import of motor cars is somewhat greater than in the preceding year and a marked increase in lorries is noted. The motor cycle trade is stationary. The accessory business was well above the former year. The imports of tires and tubes increased sharply.

Among miscellaneous items, smaller quantities of jute sacks were imported than in 1925. The demand for soap was almost precisely the same. The sales of all paper and paper products went up slightly and the imports of lamps, lanterns, and matches, which are important items in this territory, were little changed from the previous year.

ORIGINS

The following are the percentages of the Tanganyika trade enjoyed by the principal suppliers during 1925 and 1926:—

	1925 Per Cent	1926 Per Cent
Great Britain	39.2	40.3
India	17.3	14.7
Kenya and Uganda	3.4	4.3
Zanzibar	1.2	0.3
Other British possessions	3.4	2.6
Germany	10.5	9.4
Holland	9.4	8.8
Japan	7.2	7.2
United States	3.9	5.8
France	0.9	1.1
Italy	0.8	0.8
Belgium and Belgian Congo	0.6	0.7
Other foreign countries	2.6	4.0

These figures show Great Britain to have slightly strengthened her hold upon this market. India has lost ground somewhat, due to diminution in the imports of certain textiles. Kenya and Uganda have improved their position owing to the increased demand for such European foodstuffs as are grown upon the Kenya highlands. Germany's sales are down by about 10 per cent. It is improbable that Germany has really lost any share of the Tanganyika business, but the heavy imports of machinery and equipment represent the outlay of British capital, and these figures reduce Germany's proportion of the total trade.

There is no appreciable change in the trade of the remainder of Continental Europe, and Japan's share remains the same as in 1925. The United States, however, have made considerable progress in the automotive items, and this accounts for the improved imports from this source of supply.

Great Britain is the predominant supplier of almost every item except foodstuffs, staples, motor cars, motor oils, and rough timbers. In the large cotton piece goods business, she has a negligible share of the grey unbleached trade, about 60 per cent of the white bleached business, about 55 per cent of the printed piece goods and slightly less than half of the dyed goods in the piece. Her share of goods dyed in the yarn is comparatively small, and her blanket trade is unimportant. On the whole, however, she controls nearly half of the textile business.

Prepared foodstuffs, beverages, tobacco, galvanized iron sheets, builders' hardware, piping, machines and machinery, stationery, ammunition, guns and rifles, are her close preserves, there being practically no competition from any sources in these items at present. She likewise has a large share of the general hardware and apparel trade, a considerable share of the motor car business, and the entire cement trade at present. She likewise supplies the majority of the electrical goods.

British India is the predominant supplier of wheat, wheat flour, grains, dried vegetables, some classes of cotton piece goods, and jute bags. She is also a competitor in footwear and all lines of apparel. Tea and spices are minor Indian businesses. Kenya and Uganda supply Tanganyika with maize, wheat flour, hams and bacon, butter and cheese, potatoes, coffee, sugar, timber, and soap. Zanzibar sends salt fish and soap. South Africa's only sale is coal.

Germany's trade is largely in metal goods for the bazaars, but she likewise enjoys the majority of the beer and ale business, and large trades in beads, domestic stamped and enamelledware, tools and implements, general hardware, and lamps and lanterns.

The United States is interested in little except the remnant of her once great trade in American cloth, and her present growing business in motor oils, motor cars and lorries, and tyres and tubes.

Holland's business is largely cotton piece goods, in which she closely competes with Great Britain in the majority of items excepting grey unbleached cloths. The only other Dutch supplies of any importance are condensed milk and cheap tobaccos. Japan's entire trade is in the textile division, specializing in cotton piece goods, blankets, hosiery and singlets for the native trade. Belgium supplies small quantities of cotton piece goods; Italy, wine and beads; and France little except spirits and wines.

CANADIAN PARTICIPATION

It was impossible to trace any Canadian business in Tanganyika territory. Canada is not differentiated from "Other British Possessions" in the customs returns. A few Canadian motor cars have come forward and sometimes some Canadian tires and tubes through New York shippers. Even although there is a small sale of good quality flours, the supplies in Dar-es-Salaam were American. Neither in the paper imports nor in any other of the staple Canadian export commodities did Tanganyika purchases appear to have extended to Canada, and her regular Canadian trade is of negligible proportions. This is, of course, understandable. Until 1927 there has been little or no steamship communications with Canadian ports. Moreover, for several years the market has been most uncertain. In addition, the trade has been controlled by large trading companies with old-established sources of supply. Finally, the majority of imports are of a specialized nature, which Canada does not manufacture.

In a subsequent section of this report a number of Canadian opportunities in this territory will be discussed.

ZANZIBAR

The principal statistics of the trade of Zanzibar during the last two recorded periods are as follows:—

	1926		1925	
	Rs.	Dollar Equivalent	Rs.	Dollar Equivalent
Imports	2,45,03,269	8,881,176	2,75,10,223	9,903,680
Exports	2,37,88,264	8,553,724	3,04,44,395	10,959,982
Total.	4,82,91,533	17,434,950	5,79,54,618	20,863,662

While the percentages of decrease in both imports and exports were considerable, this was largely due to the fall in prices of the principal commodities. As a matter of fact, the volume of imports in 1926 was only 3.8 per cent below the imports of 1925, and the volume of exports about 4.3 per cent lower than in the previous year.

In examining the trade of Zanzibar, it is necessary to make allowances for the entrepôt or re-export trade. As the original port of East Africa, Zanzibar at one time controlled the great bulk of mainland commerce; and even to-day, in spite of the competition of Dar-es-Salaam, Tanga, and Kilindini, a consider-

able re-export trade, with the mainland and with India and the East, remains to her. During 1926 the re-exports (which are included in the above figures) amounted to Rs. 85,84,778, or approximately one-third of the total export trade. (A corresponding deduction, of course, must be made from the import figures if one wishes to arrive at the imports for home consumption.) Moreover, on account of what is known in East Africa as the "switch trade", whereby overstocking in one centre leads to the transfer of duty-paid goods to a more favourable bazaar in contiguous territory, it is difficult to determine precisely the extent and the value of Zanzibar's re-exports. In any case it is a diminishing factor owing to the development of direct services to the mainland ports. During 1926 over half of the inward-bound re-exports were for Tanganyika, and a large share of the outward-bound re-exports originated in that territory.

EXPORTS

In a normal year about two-thirds of the revenue of Zanzibar accrues from the 25 per cent export tax upon cloves, and it is a significant commentary upon the state of this trade that during 1926 only one-half of the revenue was derived from such source. Disregarding the one-third of the outgoing trade which comprises re-exports, in a normal year at least four-fifths of Zanzibar's exports consist of cloves and clove products. In 1926 these exports were down by about one-quarter over the average, both in volume and in tonnage. Part of this decrease was due to the heavy shipments in the latter part of 1925 and the lateness of the 1926 season, but the state of the world's markets in relation to this spice has been an anxiety to Zanzibar for some time. The inroads which have been made by synthetic coal-tar preparations, and the almost inexplicable failure of some particular markets, such as Great Britain and India, was reflected in the depressed prices and the general uncertainty concerning the future.

The only other native export of any importance is that of copra, the production of which is being encouraged as a possible offset to the decline of cloves. Of the exports, about three-fourths are of local origin. Production is increasing, but more modern methods of treatment are essential before this crop can be regarded as a staple source of income.

The only other local export of any importance is a diminishing trade with the mainland in native soaps.

Of the re-exports, the principal commodities involved are cotton piece goods, motor spirit, rice, ivory and *sim sim* (sesame). The first three products are inward bound. Both Tanganyika and Burma rice figure in Zanzibar entrepôt trade. The re-exports of ivory and *sim sim* are outward bound.

IMPORTS

During the two years under consideration, the principal imports into Zanzibar for local consumption were as follows:—

	1926		1925	
	Rs.	\$	Rs.	\$
Cotton piece goods	45,13,581	1,624,889	61,78,595	2,224,294
Rice and grains	49,01,683	1,764,605	51,79,373	1,864,574
Motor spirit	11,19,762	403,114	5,79,457	208,604
Flour	6,80,552	244,998	8,54,077	307,467
Sugar	8,95,273	322,298	9,95,251	358,290
Miscellaneous foodstuffs and beverages	5,00,848	180,305	5,11,627	184,185
Ghee	5,77,569	207,924	5,42,954	195,463
Jute bags	3,14,305	113,149	3,25,948	117,341
Other	1,09,99,696	3,959,890	1,23,42,941	4,443,458
	2,45,03,269	8,821,176	2,75,10,223	9,903,680
Less re-exports	85,84,778	3,090,520	1,03,06,205	3,710,233
Total imports for home consumption	1,59,18,491	5,730,656	1,72,04,018	6,193,447

These figures reveal the trend of the Zanzibar demand. Indian foodstuffs, cotton piece goods and native hardware combine to make up 85 per cent of the total imports for home consumption. During the years under review all these items show decreases. This circumstance reveals not only the depression in the cloves trade, but the overstocked condition of the Zanzibar bazaar at the end of 1925.

Among foodstuffs, rice accounts for about 40 per cent of the total requirements. It is easily the most important item in this class. It is followed by sugars, entirely of Oriental types, which constitute another 10 per cent of the total foodstuffs purchases. Wheat flour, also of Indian types, is the next in importance, closely followed by ghee (clarified butter). Pulse and millet, dried fish, condensed milk, live cattle, tea and fresh vegetables are additional imports of considerable importance. The demand for alcoholic beverages is small due to the lack of European population. There is, however, because of the low duties, a considerable trade with Great Britain and Europe in various manufactured tobaccos.

Among raw materials, coal and timber are the only items of any particular importance. The coal is obtained from Rhodesia, and Scandinavian countries share the timber trade.

Among manufactured articles, cotton piece goods account for almost 50 per cent of the total imports. Barring jute bags and sacks, there is no other textile import of any importance. The native blanket trade, which is such a considerable business on the mainland, is of negligible proportions in Zanzibar. In many directions, however, the trade of Zanzibar is well in advance of that of neighbouring territories. It possesses a considerably greater diversity of demand. For instance, there are considerable imports of earthenware and glassware, articles which are seldom, if ever, found in the mainland bazaars. The stamped and enamelled goods trade is more advanced than in Kenya or Tanganyika: Zanzibar relies upon the immemorial vessels of India. A demand analogous to that of the larger colonies exists for patent and proprietary medicines, the business in 1926 amounting to no less than a lakh of rupees in value. On account of the small area of both Pemba and Zanzibar, and because of the lack of thoroughfares, automotive imports are very limited. Machinery and implement imports are likewise inconsiderable. In connection with any article for European consumption, it is sufficient to remember that the European population of the Protectorate is under three hundred.

SOURCES OF SUPPLY

The affiliations of Zanzibar are markedly with the East. The principal suppliers and the percentages supplied by each are as follows:—

	1926		1925	
	Rs.	Per Cent	Rs.	Per Cent
India and Burma	73,01,609	30.0	84,25,474	30.6
United Kingdom	51,59,318	21.0	67,46,384	24.5
Tanganyika	34,81,292	13.9	35,68,472	12.9
Holland	11,34,539	4.6	14,78,939	5.3
United States	11,20,154	4.5	3,85,566	1.3
Germany	4,46,647	1.2	7,97,253	2.9
Kenya	6,00,976	2.5	7,05,720	2.5
Other countries	52,58,734	21.1	54,02,415	19.6
Total	2,45,03,269		275,10,223	

Zanzibar draws her foodstuffs from all along the littoral of the Indian ocean. Her rice is from Burma, her ghee, wheat flour, and tea from India, her sugar from Java, her salt from Somaliland, her dried fish from Arabia and Aden. Her millet and sim sim is grown in Tanganyika, her cattle and fresh vegetables in Kenya, and her pulse in Mozambique. Of the important items in this class, only condensed milk and spirits are of European origin.

For manufactured goods, however, Zanzibar goes to Great Britain, the Continent, and India. In the important piece goods division, Great Britain and Holland split the business in bleached goods, with Great Britain holding two-thirds of the trade; in dyed goods, Great Britain has approximately half, with India and Holland dividing the remainder. In prints, Great Britain's only competitor is again Holland, and again two-thirds of the supplies are British. In unbleached grey cottons, however, India has about half of the trade, and the remainder is usually Japanese in origin.

The only other notable textile import, jute bags and sacks, is entirely an Indian trade.

Among metal goods, Great Britain has the lion's share of the galvanized sheets trade, and this predominance extends through almost all iron and steel items. She likewise is the chief source of tools and implements, electrical goods, all types of machinery, including small quantities of agricultural equipment. She is the chief source of the large proprietary medicine imports, and supplies the majority of the paints and varnishes, marine stores, and unclassified merchandise.

As previously indicated, Holland occupies a strong position in the cotton piece goods trade. Three-quarters of her entire business is in this item. In the same way three-quarters of American imports are covered by the items of motor cars and fuel oils for such vehicles. The entire trade of the Dutch East Indies is in sugars and petroleum products. Japan's growing trade covers the cotton piece goods, and also a considerable array of metal goods and miscellaneous items. Zanzibar is well served by Japanese steamship lines, and deliveries are as convenient from Europe. Moreover, the bulk of Japanese manufactures are admirably suited to the Zanzibar demand. Considering that Germany formerly occupied Zanzibar, her showing is by no means impressive; a moderate share of the metal goods imports is all that falls to her lot. As mentioned elsewhere, a large portion of the imports from Kenya and Tanganyika are really re-exports.

CANADIAN TRADE

In no part of the sub-Continent were Canadian goods less in evidence than in Zanzibar, and in no part is the outlook less propitious. Every conceivable affiliation of this island protectorate is with the East, or with Europe. Her range of requirements is alien to Canadian industry. Her sources of supply are long-standing. Nor does there seem to be any likelihood that the development of agriculture and industry will create a market for a wider range of commodities. Zanzibar would appear to be tied to a single industry, and in order to support herself she must remain the nexus of the coasting trade between the Persian Gulf and the Mozambique ports. In all the world, there are probably no lands less ready for Canadian goods than the primitive colonies along the northern Indian ocean, and this circumstance will preclude any immediate expansion of Canadian business on this far-flung coast.

AUSTRALIAN TRADE COMMISSIONER TO CANADA

TRADE COMMISSIONER D. H. ROSS

Melbourne, November 16, 1927.—After exhaustive inquiry, and in sequence to the views expressed by the Australian dried fruit experts to Canada this year, the Federal Board of Trade recommended to the Commonwealth Government that it was essential to appoint a Trade Commissioner to represent Australian commercial interests in Canada. The Government a few days ago announced that as soon as they decided upon the man, with the necessary qualifications and practical experience, the appointment would be made.

Canadian importers interested in the growth of inter-Empire trade will undoubtedly extend a cordial welcome to Australia's commercial ambassador when he takes up his duties in the sister Dominion.

SUMMARY OF THE TRADE OF CANADA: MONTH, EIGHT MONTHS, AND TWELVE MONTHS ENDING
NOVEMBER, 1927(Compiled by *External Trade Branch, Dominion Bureau of Statistics*)

Main Groups	Month of November, 1927				Eight Months ending November, 1927				Twelve Months ending November, 1927			
	From Kingdom		From United States		From Kingdom		From United States		From Kingdom		From United States	
	Total Imports	\$	Total Imports	\$	Total Imports	\$	Total Imports	\$	Total Imports	\$	Total Imports	\$
<i>Imports for Consumption</i>												
Agricultural and vegetable products.....	23,552,880	5,892,350	8,208,810	159,342,016	33,061,761	66,522,278	59,343,273	232,362,452	46,717,798	101,621,666		
Animals and animal products.....	15,437,582	5,549,925	2,966,342	3,831,071	38,948,671	24,274,153	39,679,125	50,343,273	5,416,382	38,058,841		
Fibres, textiles and textile products.....	14,665,046	5,652,079	5,811,894	115,707,156	46,054,705	39,679,125	181,894,651	71,598,003	71,598,003	64,559,735		
Wood, timber and products of wood.....	4,481,008	3,413,020	3,741,821	34,427,603	3,138,470	28,784,583	50,223,681	4,216,110	42,687,010			
Iron and its products.....	16,746,963	1,887,766	13,782,610	174,277,939	13,004,784	155,239,349	247,840,207	17,239,253	222,238,337			
Non-ferrous metals and their products.....	5,964,056	5,647,485	4,850,947	40,414,245	4,177,472	32,852,349	59,074,096	5,807,393	48,458,293			
Non-metallic minerals and their products.....	14,519,384	1,875,193	11,037,609	110,357,612	11,915,512	82,661,263	158,414,860	14,318,656	124,247,724			
Chemicals and allied products.....	3,201,415	654,706	1,873,623	23,333,581	3,308,724	15,041,801	33,446,772	4,307,610	22,137,108			
Miscellaneous commodities.....	5,653,549	1,293,664	3,677,008	42,917,359	7,619,987	29,146,958	63,120,258	10,349,863	44,465,623			
Totals	94,311,383	18,695,283	56,040,364	739,725,772	126,112,487	474,202,455	1,085,630,230	180,081,674	708,454,296			
1926.....	87,656,757	14,804,819	55,412,060	684,988,047	109,969,878	453,418,201	1,003,435,204	163,853,679	666,069,214			
1925.....	73,285,662	13,993,321	48,622,267	608,431,575	106,847,409	397,068,624	874,221,547	160,084,787	570,380,841			
<i>Exports (Canadian produce)</i>												
Agricultural and vegetable products.....	90,706,214	62,659,027	8,295,547	365,169,395	211,209,126	39,268,378	550,191,606	315,652,439	56,857,982			
Animals and animal products.....	19,306,710	4,523,545	11,048,176	113,347,120	37,262,468	61,184,101	166,625,276	52,488,577	90,351,848			
Fibres, textiles and textile products.....	19,093,045	2,269,064	4,434,894	8,037,120	1,416,478	3,758,409	10,588,122	1,663,916	9,732,134			
Wood, timber and products of wood.....	24,507,493	1,355,040	20,552,280	192,488,718	13,712,548	160,087,715	282,083,623	16,904,464	238,698,837			
Iron and its products.....	4,986,096	880,768	710,653	43,211,741	5,293,396	5,884,229	70,146,405	9,965,465	40,397,055			
Non-ferrous metals and their products.....	6,821,935	1,129,411	3,282,787	57,886,024	10,291,376	28,183,651	85,021,667	15,303,508	40,397,055			
Non-metallic minerals and their products.....	2,441,778	177,724	1,404,533	17,181,141	1,201,352	10,432,355	27,171,528	2,336,245	15,907,942			
Chemicals and allied products.....	1,772,365	444,700	1,021,497	11,730,705	2,670,919	5,662,303	17,852,887	3,823,106	8,878,189			
Miscellaneous commodities.....	1,432,432	112,413	970,689	10,774,156	1,814,670	6,328,444	16,799,974	3,823,315	9,043,625			
Totals	153,118,718	71,561,692	47,627,356	819,826,210	284,811,233	321,389,675	1,226,481,091	420,944,015	474,603,624			
1926.....	152,355,795	69,018,084	45,353,027	845,502,635	310,740,069	313,148,840	1,305,715,729	485,908,740	470,149,366			
1925.....	140,279,235	55,534,454	47,365,265	855,142,687	332,978,889	317,986,841	1,219,861,088	453,036,070	469,741,324			
<i>Exports (Foreign produce)</i>												
Totals	2,401,935	78,210	2,134,332	14,479,192	1,724,231	11,641,088	19,919,356	2,043,406	16,384,359			
1926.....	1,653,203	60,251	1,433,407	9,975,472	826,225	8,169,170	14,814,475	1,185,090	12,149,832			
1925.....	1,079,270	185,423	805,067	8,505,343	689,208	6,964,206	12,300,834	1,043,100	10,103,803			
<i>Excess of Imports (i) or All Exports (e)</i>												
1927.....	(e) 61,208,770	(e) 52,973,619	(i) 3,278,676	(e) 94,579,630	(e) 160,422,959	(i) 141,171,692	(e) 160,770,217	(e) 242,905,837	(i) 217,406,318			
1926.....	(e) 66,352,241	(e) 54,273,516	(i) 8,625,626	(e) 170,490,050	(e) 201,506,416	(i) 132,100,191	(e) 317,045,000	(e) 323,330,061	(i) 183,770,016			
1925.....	(e) 66,072,843	(e) 41,717,566	(i) 450,935	(e) 254,816,455	(e) 223,800,688	(i) 72,097,577	(e) 357,940,375	(e) 298,394,983	(i) 90,535,714			

CONDITIONS IN THE UNITED KINGDOM

ASSISTANT TRADE COMMISSIONER J. C. MACGILLIVRAY

London, December 13, 1927.—The foreign trade returns for the month of December, which have been published to-day, are characterized by a marked increase in exports. Compared with the figures for the previous month, they stand at £81,166,456, against £70,614,982 in October, while compared with November, 1926, they show an increase of 33 per cent.

The principal increases in November exports were iron and steel and manufactures of iron and steel, amounting to £2,756,922; machinery, £1,441,288; cotton yarns and manufactures, £3,468,875; vehicles, including locomotives, ships and aircraft, £1,799,067; and woollen and worsted yarns and their manufactures, valued at £918,591.

Compared with the previous month, imports advanced by £2,387,000, from £105,030,630 to £107,417,652. The big increases were all in food, drink and tobacco. Using November, 1926, for comparative purposes, the imports of food, drink and tobacco rose by £6,720,000, raw materials declined by £10,466,000, and manufactured articles were lower by £2,109,000. Grain and flour rose by £2,729,000. Wheat advanced by 2,568,000 cwt., barley by 1,191,000 cwt., oats by 296,000 cwt., and maize by 1,446,000 cwt.; flour fell by 95,000 cwt. Meat declined by £1,411,000. Beef fell by 235,000 cwt., and mutton by 39,000 cwt.; bacon rose in quantity by 31,000 cwt., but fell in value by £689,000; other food and drink, non-dutiable, rose by £1,422,000, and dutiable food and drink by £2,858,000, with an increase of £1,750,000 in the value of tea. Raw cotton was down in quantity by 1,225,000 centals and in value by £3,064,000. Iron and steel fell by £982,000. Cotton goods rose by £132,000, and woollens and worsteds by £192,000; silks fell by £91,000; other textiles rose by £53,000. Refined petroleum was lower in quantity by 12,252,000 gallons and in value by £1,162,000.

For the eleven months ended November, imports fell from £1,188,592,000 in 1925 to £1,113,983,000 in 1927, a decrease of £74,609,000 or 6.3 per cent. British exports fell from £707,318,000 in 1925 to £650,271,000 in 1927, a fall of £57,047,000, or 8 per cent. The value of imported iron and steel for the past month was £2,268,000 against £1,827,000 in 1925, and for the eleven months £31,791,000 as compared with £21,762,000 in 1925. The quantity of coal exported during November last amounted to 4,127,000 tons against 4,338,000 tons in 1925, and the value was £3,415,000 against £3,987,000 in 1925. Exports of iron and steel for the month were valued at £6,466,000 against £5,412,000 in 1925. Cotton yarns and manufactures to the value of £15,131,000 were exported during the month, an increase of £1,112,000 over 1925, and for the eleven months the value was £137,185,000 against £183,413,000 in 1925, a decrease of £46,228,000.

SHIFTING OF INDUSTRY IN GREAT BRITAIN

TRADE COMMISSIONER HARRY A. SCOTT

Liverpool, December 16, 1927.—Considerable interest has been shown in the Press over the statistics of employment recently given out by the Ministry of Labour, which indicate that the industrial centre of gravity in this country is showing a tendency to move toward the South. By estimating at yearly intervals the number of insured persons under the unemployment insurance scheme in their several occupations, the Ministry keeps a record of the broad changes that occur in the industrial activities of the country. For the purpose of these statistics the southern section embraces the area south of a line drawn

from the Wash to North Staffordshire, and the figures show that this area now contains no less than 47 per cent of the total insured population of Great Britain and Northern Ireland, whereas four years ago it held 45.7 per cent. During the four years ended last June, in spite of the persistence of a large amount of unemployment, the number of insured persons has steadily grown, and there has been an increase of over 600,000. Of this number, 433,180, or approximately two-thirds, have been claimed by the South.

The analysis shows that the most serious declines have taken place in coal mining, heavy iron and steel, shipbuilding, ship repairing, general engineering and some of the textile trades—all of prime importance to the general prosperity of the northern section of England—whereas expansion has occurred in the newer industries and the lighter trades such as artificial silk, distributing trades, motor cars, building materials, furniture making, electrical equipment, etc., the majority of which are mainly found in the southern half of the geographical division referred to above.

Opinions vary as to the significance of the statistical data prepared on this subject, and it has been pointed out that four years is too short a period for any really definite conclusions to be reached as to whether the change is merely temporary or whether it foreshadows a complete geographical transformation. Meanwhile the figures provide at least evidence of a tendency, referred to several times during the past two years, of the staple productive industries to decline, while new industries, luxury and distributive trades flourish.

There is, of course, no indication of the heavy metal industries leaving the North, where they have easy access to coalfields and the sea, and the cotton and woollen trades will remain in Lancashire and Yorkshire for climatic and other reasons. It is the lighter and newer industries which are not tied to a locality, either by considerations of climate or nearness to raw material or seaports, that are tending to alter the balance of industrial distribution at the expense of Northern England. While this industrial movement is obviously felt most in this section of the country, and the increased activity of the newer and lighter trades in the South is admittedly an encouraging sign of the powers of adjustment to changing conditions, and also of satisfactory development in new directions, the fact remains that the general prosperity of Great Britain still depends primarily on being able to export her staple manufactured products, and up to the present the chief industries of the North of England, Scotland and Northern Ireland have been the dominant factors in providing goods for this purpose.

NORTH OF ENGLAND COMMODITY MARKETS

TRADE COMMISSIONER HARRY A. SCOTT

TIMBER

Liverpool, December 8, 1927.—The timber trade of this area was, on the whole, quiet in November. During the latter half of the month, however, there was a little more activity, and while the volume of orders is still small, the general outlook points to slowly increasing business. Imports of Canadian spruce deals have been negligible. Consumption at Liverpool was moderate and poor at Manchester. Inland orders are gradually increasing in number, but the total quantity still leaves room for improvement. A few small sales for delivery in liner lots from January to March have been made in Halifax spruce deals at prices ranging from £14 5s. to £14 10s. per standard c.i.f., with the usual £1 less for scantling sizes. Although the absence of consignments of Dantzic whitewood toward the latter end of November helped the market to some extent, this wood has on the whole continued to arrive freely in specifica-

tions which Canadian exporters have difficulty in filling, with a resultant effect on the market for spruce. Consumption of birch planks was again heavy and arrivals were light. Quebec values have been strong, and it has been reported recently that shipments of first-class merchantable grades have been contracted for at around £27 10s. per standard c.i.f. Liverpool for overland shipment via winter ports. Sales for delivery next spring have been slow at around £25 per standard c.i.f. St. John birch planks have been quoted recently at about £17 5s. per standard for winter shipment, with Halifax varieties in the neighbourhood of £16 10s. Both descriptions are meeting a ready demand as stocks are low and merchants want early delivery. In birch planks for some time past the chief demand has been for 2-inch thickness. Although there is still a good demand for 2-inch, it is reported that 3-inch is now becoming scarce again, and it is commanding a slightly better price. Stocks of birch logs are practically exhausted and new arrivals scheduled for December-January and February are meeting a steady demand. Quebec birch logs overland shipments of 15-inch average foreign string measure have been valued at about 4s. c.i.f., with St. John varieties at approximately 2s. 9d. and Halifax 2s. 6d.. Business in Douglas fir has continued active, with large consumption at Liverpool, although stocks still remain at a high level. Prices for Douglas fir No. 2 clear and better have lately been from £21 10s. to £23 per standard c.i.f., depending on specifications, and merchantable grades have averaged from £15 5s. to £15 10s. As reported on several occasions, the demand and uses for Douglas fir continue to expand in competition with both American pitch pine and European redwood. In this connection it is reported that Douglas fir is becoming increasingly popular for use in the highest class joinery work, and it is also understood that Douglas fir is being used for decking in place of pitch pine in the vessels being built for the Canada-West Indies service by Messrs. Cammell Laird & Co. Ltd., Birkenhead.

For the month ending November 30, 1927, unofficial statistics of certain imports, consumption, and stocks are given in comparison with the corresponding period of 1925 and 1926 as follows:—

Liverpool

	Import		Consumption		Stock	
	1926	1927	1926	1927	1926	1927
Douglas fir cu. ft.	142,000	12,000	100,000	159,000	205,000	505,000
Birch logs cu. ft.	.....	.....	4,000	.....	8,000	.....
Birch planks cu. ft.	17,000	16,000	16,000	67,000	153,000	160,000
Quebec yellow pine deals stds.	1,040	770	460	500	5,610	4,890
N. B. and N. S. spruce and pine . . . stds.	20	130	770	1,490	4,000	9,860

Manchester

	Import		Consumption		Stock	
	1926	1927	1926	1927	1926	1927
Douglas fir cu. ft.	14,000	6,000	12,000	5,000	34,000	30,000
Birch logs cu. ft.	.....	2,000	1,000	1,000	6,000	2,000
Birch planks cu. ft.	8,000	.....	14,000	5,000	39,000	24,000
Spruce deals stds.	110	750	700	310	1,220	2,530

GRAIN AND FLOUR

The demand for wheat to both Liverpool and Manchester throughout the past month has been very slow, and millers seem to have been mostly engaged in delivering old contracts. Under these conditions there has been little incentive for buying ahead, and business has been generally confined to near positions. Fluctuations in price were small during the month, and on November 30 were about 6d. to 9d. per quarter dearer than at the close of October, with the exception of American hard winters, which were fully 1s. 3d. higher, owing to scarcity of offers. The trade in Manitobas has been limited owing to the relative dearth of these wheats, and millers have been using a much smaller percentage

of Canadian wheat than is usual at this time of the year. Offerings from Vancouver, which were free during October and the early part of November, have dried up, and it is reported that considerable quantities have been brought back by shippers. Offers of American wheats, both winter and spring, closed toward the end of the month, although a fair business was done during the first half of November. Perhaps the chief feature to be noted on this market is the favourable outlook in the Argentine, as prospects at the moment are for a crop as large, if not larger, than last year. Consumers are showing a good deal of interest in new crop Argentine wheats and some new business has been transacted. It is anticipated that free offerings of this wheat will considerably curtail the demand for both Canadian and American supplies. Arrivals of wheat at Liverpool and Manchester during the month have been sufficient for requirements, although there has been a slight reduction in spot stocks. Stocks in public warehouse at Liverpool are now about 182,000 quarters and at Manchester around 25,000 quarters.

Business in Canadian flour during November was mostly restricted to top patent Manitoba grades, which were sold lately at from 43s. to 44s. per 280 pounds ex quay, and the trade is of a very limited character. Canadian export patents, which fluctuated from 37s. 3d. to around 38s. 6d. during the month, were generally unable to compete against home-milled straight run flour, which was being offered ex mill at from 35s. 6d. to 36s. 6d., and in slow demand. Spot supplies of Australian flour have remained excessive. Recent sales have been made on the basis of 35s. 6d. ex quay Liverpool. American flour of practically all descriptions was too dear for this market during November. The preliminary figures show the imports of grain and flour to this area during the month of November, 1927, are as follows:—

	Wheat Quarters	Flour Sacks	Maize Quarters	Barley Quarters	Oats Quarters
Liverpool	381,515	38,661	225,120	14,579	7,503
Manchester	190,071	8,294	39,728	4,818	5,452
Hull	403,594	6,504	94,235	149,511	14,585
Newcastle	56,531	10,467	....	6	....

BUTTER

Butter consumption on this market was, on the whole, normal during the past month, although demand fell off to some extent recently, with the general advance in retail prices particularly in boxed butters, which went up, on the average, about 1d. per pound. The small spot stocks of New Zealand butter at Liverpool were affected somewhat by Irish, which was still available in limited quantities. This butter was being sold at from 172s. to 174s. per cwt., and buyers were inclined to continue to buy Irish at this price while it is still in supply before switching customers to another variety. Danish butter, which was regularly disposed of as it arrived, fluctuated considerably during the month, but towards the close was quoted at from 200s. to 204s. for choicest varieties. Although a temporary buying interest took place with the announcement of the shipping strike in Australia, the available supplies of butter from that source are so much smaller than last year that the market has not been particularly affected. The new season's production in New Zealand, however, is reported to be larger than last year, and the first direct arrival to Liverpool is due early in January.

CHEESE

The demand for cheese during November was rather disappointing and the spot market did not rise above replacement values. Country buyers toward the middle of the month were in the market for a few matured varieties, but business fell away later. October-made Canadian cheese at the close of the

month was selling at around 96s. c.i.f. Liverpool, and September makes were worth about 100s. to 102s. November descriptions closed around 94s. The largest sale was in Octobers, and the September offerings were light. November-made cheese sold in small quantities, as this is not, comparatively speaking a popular make. There are now practically no spot supplies of New Zealand cheese at Liverpool, and the few sold to country buyers from London stocks were disposed of at from 103s. to 104s. in matured varieties. Imports of ordinary Canadian cheese to Liverpool during October, 1927, amounted to 17,962 boxes. Some 2,289 bundles and 598 cases and cartons of processed cheese arrived during the month. From April 1, 1927, to November 30, 1927, Liverpool imports of cheese from Canada amounted to 137,272 boxes of ordinary and 29,423 bundles and 7,556 cases and cartons of processed cheese. During the corresponding period of the previous year 170,965 boxes of ordinary and 45,493 bundles and 3,521 cases and cartons of processed cheese arrived at this port.

BACON

While there was a good consumptive demand for bacon during the past month, the supply situation is still seriously affected by heavy Continental and Irish killings, with resultant low prices on this market. Sales of both Canadian and American hams have been better, largely due to the extra demand for the Christmas trade. Recent average on spot quotations for bacon per 112 pounds have been as follows: Canadian Wiltshires, 83s.; Danish, 84s.; Swedish, 80s.; Dutch, 76s.; and Irish anywhere from 87s. to 96s., depending on selections and averages. In addition to the above sources of supply, cheap bacon selling at shillings below all these prices has been offering from such Baltic countries as Russia, Poland, and Latvia. Canadian bacon imports to Liverpool during November amounted to 1,628 cases and 1,775 bales. Total Canadian imports to Liverpool from April 1, 1927, to November 30, 1927, amounted to 18,456 cases and 24,541 bales, as compared with 28,275 cases and 29,072 bales during the corresponding period of the previous year. The following are unofficial estimates of the stocks of provisions in the port of Liverpool on November 30, 1927, as compared with October 31, 1927, and November 30, 1926:—

	Nov. 30, 1927	Oct. 31, 1927	Nov. 30, 1926
Bacon (United States and Canadian)Cwt.	19,322	29,055	6,971*
Hams (United States and Canadian)Cwt.	4,091	7,125	3,527*
Shoulders (United States and Canadian) . . .Cwt.	198	1,032	946*
Butter (all countries)Cwt.	5,107	5,274	5,312
Cheese (full shapes) Canadian and United States)Boxes	27,817	39,794	30,598
Cheese (full shapes) Australian and New ZealandCrates	27	64	147
Cheese (full shapes) (50 lbs. and under) . .Boxes	10	18	50
Cheese (manufactured)Lb.	8,245	14,955	21,875
Lard (prime steam western)Tierces	705	916	533
Lard (imported pure refined lard, in tierces, firkins, or other packagesTons	776	1,419	2,712

* Boxes.

EGGS

The egg trade, which was quietly steady at the beginning of the month, has since become firm as fresh eggs have recently been at their scarcest period, and prices advanced during the month about 2s. per 120 for Irish extras and selected. Unless unusually severe weather sets in, it is expected that production will gradually increase from now on. The scarcity of fresh eggs brought a good demand for imported supplies, and there has been a brisk trade in South African and Australian eggs at ordinary prices. Inquiries were reported during the month for Canadian eggs, for which buyers were prepared to pay from

17s. 6d. to 18s. c.i.f. Liverpool, but it is understood supplies were not available at these figures. A few American eggs were brought in at around 15s. 6d. c.i.f. South African varieties have advanced from 16s. 6d. to 18s. during the month. Irish cold-stored eggs have lately been worth about 16s. 6d. or slightly higher, and have been selling steadily.

HAY

Arrivals of Canadian hay to Liverpool during November are estimated at over 29,300 bales as compared with 31,000 bales during October and 36,000 in September. Values kept up surprisingly well in view of the continued heavy imports, recent prices being from 82s. 6d. to 85s. per long ton c.i.f. Liverpool, with occasional sales reported at 87s. 6d. The immediate outlook, however, is not encouraging for Canadian hay, as local farmers are now bringing along increased quantities and, as usual in this district, December is expected to be a very quiet month. Recent arrivals of Canadian shipments are reported to be moving very slowly, and little or no interest seems to be taken at the moment in Quebec hay for shipment out of winter ports, for which exporters are asking anywhere from 102s. to 107s. c.i.f. It is expected that if shippers do not overload this market with consigned hay, the position will show some improvement by January. It should be emphasized however, that far too much Canadian hay has been shipped to Liverpool and Manchester this season on a consignment basis, with resultant low prices being returned to shippers, since at Manchester particularly there has lately been considerably more Canadian hay than can be profitably disposed of.

NOTES ON NEW ZEALAND'S DAIRY INDUSTRY

III

The Export of Dairy Produce

Auckland, November 22, 1927.—Butter, cheese, and other milk products make up a large part of the annual exports from New Zealand and in 1926 accounted for £15,085,963 of the total value of exported commodities of £45,275,575. Shipments of butter during this year were valued at £8,695,188, and those of cheese at £5,939,359, the remainder of the total for this class of produce being made up by casein, dried milk and milk powder, preserved or condensed milk, and a small amount of butter substitutes. The part which the dairy industry plays in the economic life of the Dominion cannot be better exemplified than by the above figures. Supplying as it does some 30 per cent of the country's annual exportable surplus, its prosperity is at once essential to that of the community and an outstanding example of the adaptation of the natural resources of a country to successful production.

PORT OF SHIPMENT

Two features are apparent from available data regarding the centres of production and ports of shipment of dairy produce. No less than 728,518 cwt.—62 per cent of butter shipments to overseas countries during the year 1926, which totalled 1,168,040 cwt.—were made from the port of Auckland, these representing the surplus available from the dairying areas of the Auckland province. Over 22 per cent of this total, 261,443 cwt., were loaded at Wellington after collection from the factories of Wellington and Hawke's Bay, while considerable quantities, estimated roughly at 10 per cent of the total, were shipped from factories in the Taranaki district through the port of New Plymouth. Small shipments of 32,226 and 21,185 cwt. were loaded for export at Lyttleton and Dunedin respectively.

Cheese exports, on the other hand, aggregated 1,461,548 cwt., of which 770,183 cwt. or slightly over 50 per cent were loaded at the port of Wellington.

Some 411,334 cwt. are shown in trade returns as exported from ports other than the four leading shipping centres, but this figure may be taken as representing shipments from New Plymouth of cheese produced by factories in the Taranaki district. The year's loadings at Auckland amounted to 220,571 cwt., slightly over 15 per cent of the total, and, as in the case of the butter trade, smaller shipments of 25,876 cwt. and 33,584 cwt. were made from the two leading shipping centres of the South Island.

Exports of casein from the ports of Wellington and Auckland alone indicate the importance of the North Island in the manufacture of this product. A more marked tendency towards localization is shown by the shipment through the port of Auckland of 80 per cent of the Dominion's exports of full cream dried milk powder (3,373,780 pounds out of a total of 4,249,562 pounds) and of 99 per cent of the exports of other dried milk (5,839,092 pounds out of a total of 5,850,292 pounds). Export shipments of preserved or condensed milk and cream originate principally from the Taranaki district and are loaded at the port of New Plymouth.

COUNTRIES OF DESTINATION

The United Kingdom market provides the demand which serves as the basis for this export trade in New Zealand dairy produce. In each of the last twenty years the amounts of butter and cheese shipped to English produce houses have made up almost the whole amount of the annual export. In 1906, of a total butter export of 320,225 cwt., 306,739 cwt. were sold in the United Kingdom, while in the same year cheese bought in New Zealand for the same markets amounted to 129,321 cwt. out of a total export of 131,206 cwt. With the increased amounts annually available for sale in overseas markets, these proportions have remained more or less constant, and in 1926 total butter exports of 1,168,040 cwt. included 1,062,278 destined for United Kingdom consumption, while cheeses consigned to the same destination made up 1,450,637 cwt. of the annual total of 1,461,548 cwt. The same situation is apparent in the export trade in dried milk products, and in the case of all but one of these items over 90 per cent of all shipments are for the United Kingdom trade. Only in the case of preserved and condensed milk and cream is this trade limited to countries other than the United Kingdom.

The fact of New Zealand's dairy industry being almost entirely dependent on United Kingdom markets and also of their consistently increasing consumption, is of considerable interest, and it may be safely assumed, constitutes an outstanding example of an advanced industrial development based practically exclusively on export trade to overseas countries.

Australia has been the more important of the smaller buyers of New Zealand dairy produce, and in 1926 imported 34,945 cwt. of butter, 9,555 cwt. of cheese, 221,772 pounds of dried milk, and 1,092,012 pounds of preserved or condensed milk products, the whole representing a value of some £365,500. Canadian imports were limited to 29,403 cwt. of butter, 7 cwt. of casein, and 4,551 pounds of dried milk, of a total value of £230,687. Shipments to the United States included butter, casein, cheese, and dried milk, valued at £179,161. The South Pacific Islands, Hawaii, China, Japan, the Straits Settlements, and Dutch East Indies form smaller markets for surplus butter stocks, and on account of their geographical situation are regarded as a nucleus of a larger trade in the Pacific. Their consumption of butter is the all-important feature from the point of view of the New Zealand industry, but already a supplementary trade in dried and condensed milk products is assuming important proportions. In addition, shipments of casein to Germany and Japan for use in manufacturing processes is a feature of increasing interest.

Exports of New Zealand butter to Canada during the year 1924 amounted in value to £340,582; in 1925 the value dropped to £26,360, and in 1926 increased again to £230,562.

COMMERCIAL NOTES FROM NEW SOUTH WALES

COMMERCIAL AGENT B. MILLIN

New Guinea Goldfields

Sydney, November 17, 1927.—Continued good reports are being received regarding the newly discovered goldfields at Edie Creek and the adjoining country. An official report received by the Commonwealth Government states that £300,000 worth of gold has been won by alluvial miners. Underground work has not yet been attempted, but a line of reef about 30 feet wide has been discovered and traced by the outcrop for a distance of five miles. In the Edie Creek alluvial workings specimens have been found giving 70 per cent of gold, valued at about £2 4s. per ounce.

Owing to the difficulties of land transportation, six aeroplanes are at present carrying passengers and stores from the coast to the field. These are, however, too light to carry heavy loads and a new plane is being imported able to carry 1,000 pounds deadweight.

It is stated that prospectors have also found some platinum.

Linoleum Manufacture at Sydney

A small factory was started a few years ago near Sydney for the manufacture of linoleum. An agreement was recently arrived at with a British company for its absorption, the intention being to carry on on a more extensive scale. For the present manufacture will be confined to plain and printed linoleums. Inlaid linoleums will not be manufactured for the present.

New Tire Factory Opened at Sydney

The new factory of the Goodyear Tire and Rubber Company (Australia) Limited at Camellia, fourteen miles from Sydney, was recently opened. The factory stands in twenty acres of land on the banks of the Parramatta river, which is a branch of Sydney Harbour. The company thus has the benefit of rail and water carriage. In the ground and factory a total of £800,000 has been invested, £300,000 of which is Australian capital. The building occupies a floor space of two and a half acres.

Sugar Production in Australia

The Colonial Sugar Refining Company, which has a capital of £5,850,000, is the controlling influence in the sugar production of Australia and Fiji. At a recent meeting of the company the managing director stated that the whole output of sugar in Australia will amount to 493,000 tons, of which 150,000 tons have been sold to British and Canadian refineries. He also stated that the world's sugar market is a very interesting subject to the looker-on, but those concerned are wondering what will be the end of the continuing increase in production. The conviction that the destruction of forests for the purpose of making paper will bring about a shortage of softwoods is causing careful inquiries as to the use of crushed cane, now serving for fuel, in the production of boards.

Jersey Cow Butter Production Record

What is claimed as a world's milk and butter record for a Jersey cow under official test has just been completed at the Hawkesbury Agricultural College. In 365 days the cow produced 20,835 pounds of milk with an average test of 5.52 per cent, equalling 1,149.383 pounds butter fat on twice-a-day milking. Under the Australian officially accepted basis this represents 1,384.814 commercial butter within the year.

COMMERCIAL CONDITIONS IN TRINIDAD

ACTING TRADE COMMISSIONER R. T. YOUNG

Port of Spain, December 14, 1927.—During the month of November the market was heavily stocked with all grades of flour and sales were made below cost. Bakers' grades appear to be in the majority, while Extras and Supers were not so plentiful and holders were able to operate at a small margin of profit. Bakers' grades sold at from \$7.50 to \$7.75, Extras from \$7 to \$7.25, and Supers for \$6.50 to \$6.75.

Stocks of pickled beef at the end of November were extremely light and the demand good. Fairly large sales of English beef have been made for forward shipment. There appears to be little of the United States product offering, and it would appear that packers in that country are having difficulty in making deliveries. Prices per barrel were from \$28 to \$30. Stocks of pork were heavy, but as most of it was bought before the rise in price, dealers are in a position to obtain fairly remunerative figures for their stocks.

So far as butter is concerned, the position changed very little from the previous month. Stocks are still heavy and the export tax has not been re-imposed by the French Government. Sales were made at a very small margin above cost of latest prices quoted, which were \$30 per case.

Owing to the pronounced scarcity of extra large and large Nova Scotian cod, the position for this product continues strong, and it would appear to be an opportune time to make shipments of this commodity. The prices vary from \$39 to \$42 per drum depending upon the size of the fish.

Throughout the month potatoes arrived in steady quantities both from Holland and Canada, and the market is well supplied. The ruling price was \$2.50 per 100 pounds.

So far as local produce is concerned, planters are busily occupied in their preparations for the reaping season which, weather permitting, will commence on some estates during this month. There is still a little of the old crop of molasses on hand which planters would like to dispose of before the new production becomes available.

The cocoa market, after remaining more or less steady during the major part of the month, became weaker towards the end in sympathy with depressing advices from the principal consuming centres. With only small supplies coming in, and no prospect of heavy receipts for some considerable time to come, everything offered is being eagerly competed for by the various shippers. Exports for the month amounted to 14,757 bags, of which 8,982 went to the United States and 1,180 bags to Canada. Exports for the period October 1, 1926, to October 30, 1927, and amounted to 25,240 bags as compared with 16,531 bags during the corresponding period 1925-26.

The weather during the month was extremely wet with frequent floods in various parts of the country, and some good dry spells would be most acceptable in view of the approaching season for reaping the sugar crops.

PARCEL POST SAMPLES FOR ITALY

Mr. Henri Turcot, Assistant Trade Commissioner in Milan, writes as follows:—

When samples are forwarded by parcel post to Italy, it is of importance that Canadian firms ascertain which is the fastest route in order that delays in delivery may be avoided. Of the three routes available—those via England and France, via France, and direct service with Italy—the fastest is the first-named—the route via England and France. It is slightly more expensive than the others, but offers earlier delivery because of the more frequent sailings from Canada.

SWEDISH MARKET FOR MOTOR VEHICLES

TRADE COMMISSIONER L. D. WILGRESS

[Subjoined is the seventh of a series of reports by Mr. Wilgress upon Sweden as a Market for Canadian Products. Former reports have dealt with import and export trade, geographical characteristics of the country, natural resources, population and industries; trade centres and routes, currency, public finance, organization of commerce, tariff and customs regulations, and wages; market for Canadian grain and milled products, fruits and provisions, agricultural implements and machinery, and rubber goods. *Note:* 1 Swedish krona = \$0.2680; 1 kg. = 2.2046 pounds..]

Hamburg, November 24, 1927.—Sweden has provided one of the best European markets for motor vehicles in proportion to the population of the country. Imports during recent years have averaged around 18,000 units annually. Not only is Sweden a relatively prosperous country with a high standard of living, but also up to last year there has been no domestic producer of motor cars to compete with the imported product.

DEVELOPMENT OF MOTOR TRANSPORT

According to the latest statistics, there were approximately 77,000 passenger motor cars, 4,000 motor-buses, and 18,220 motor trucks in Sweden during the summer of 1927. This gives a total of 99,220 motor vehicles, exclusive of motor-cycles, which is equivalent to one vehicle for every 61 inhabitants. This compares with one vehicle to every 42 inhabitants in Denmark, one to every 43 in Great Britain, one to every 44 in France, and one to every 171 inhabitants in Germany. It may be said therefore that only three other countries of Europe have experienced a greater development of motor transport than Sweden.

There are approximately 43,000 miles of roads in Sweden. Most of the roads are well surfaced, but are narrow and have many sharp turns, so that they are not well adapted to motor traffic. Efforts to remedy this state of affairs are now being made and considerable road construction is taking place in the neighbourhood of the principal towns. On the whole, the country is suitable for the use of motor transport, there being few steep gradients in the settled parts of the kingdom. On the other hand, the rocky nature of the country renders road construction very costly.

IMPORTS OF AUTOMOBILES

There are few countries in Europe where North American makes of motor cars so predominate as in Sweden. This can be seen from the import statistics, which show that the bulk of the cars imported are shipped from countries where American concerns have established branch plants or direct from the United States.

In 1925 there were imported into Sweden 14,311 passenger motor cars, 2,950 motor trucks, and 1,260 chassis or a total of 18,501 units. Last year the imports totalled 18,997 units, comprised of 15,256 passenger motor cars, 2,084 motor trucks and 1,657 chassis. The following table shows the countries of origin of the complete passenger motor cars and motor trucks imported into Sweden last year:—

Imports into Sweden, 1926

From	Complete Passenger Motor Cars		Complete Motor Trucks	
	No.	Value in Kronor	No.	Value in Kronor
Denmark	10,460	23,101,118	1,913	3,092,395
United States	3,753	14,323,858	123	440,015
Italy	623	2,019,361	1	6,061
France	273	979,436	38	148,086
Germany	66	215,441	6	29,730
Great Britain	48	194,333	2	7,859
Belgium	17	81,610	...	...
Austria	10	80,088	...	...
Norway	4	3,718	1	900
Poland	1	5,132	...	...
Holland	1	2,118	...	...
Total	15,256	41,006,213	2,084	3,725,046

The importations from Denmark, given in the above table, would be mostly comprised of the Ford and Chevrolet makes of automobiles, assembled in the plants of those companies located in Copenhagen. There would also be included some of the French Citroen cars assembled in Copenhagen and possibly a few other makes of cars re-exported from Denmark.

The imports of chassis also came from practically the same countries as the complete automobiles. Out of a total of 1,657 chassis imported in 1926 to the total value of 3,721,717 kronor, 1,241 chassis came from Denmark, 369 from the United States, 25 from France, 11 from Great Britain, 8 from Germany, 2 from Italy, and 1 from Belgium.

A total of 69 automobile bodies valued at 31,207 kronor were imported into Sweden last year, and of these 42 came from the United States and 16 from Denmark.

The importations of automobile parts into Sweden in 1926 amounted to 945,802 kg. of a total value of 2,276,459 kronor. About half (1,254,390 kronor) originated in the United States. The import of automobile parts from Denmark was valued at 600,815 kronor, that from Great Britain at 128,521 kronor, that from Germany at 82,235 kronor, that from France at 75,979 kronor, and that from Italy at 50,999 kronor. The balance was made up of small importations from Holland, Belgium, Austria, Norway and Switzerland.

IMPORTS FROM CANADA

The Swedish trade statistics do not show any importation of motor cars from Canada, but the Canadian trade returns for the fiscal year ending March, 1927, give the following exports of Canadian automobiles and parts to Sweden:—

	No.	Value
Passenger automobiles, valued at \$500 or less	65	\$ 31,230
Passenger automobiles, valued at over \$500 and up to \$1,000	100	65,156
Passenger automobiles, valued at over \$1,000	10	13,276
	175	\$109,662
Automobile parts		207
Total		\$109,869

The above exports of motor cars from Canada to Sweden were probably included in the Swedish statistics among the imports from the United States.

TRADE IN MOTOR CYCLES

There is an increasing importation of motor-cycles into Sweden. In March, 1926, the duty was raised from 60 kronor per motor cycle to 15 per cent ad valorem, but in spite of this the imports increased from 2,230 motor cycles

in 1925 to 3,852 in 1926. The total value of the import in the latter year was 2,774,599 kronor, while in addition motor cycle parts were imported to the value of 191,670 kronor. Last year Great Britain supplied 1,646 motor cycles valued at 1,045,036 kronor, and the United States 1,505 of a value of 1,289,833 kronor. These were the two chief sources of supply, although 491 motor cycles were imported from Belgium and 118 from France.

At the end of 1926 there were approximately 26,000 motor cycles in use in Sweden.

Since 1903 the Husqvarna Vapenfabriks A.B., Husqvarna, have been manufacturing two types of motor cycles, one of which is for single drive and the other for use with side-car. This make of motor cycle is popular and enjoys good sales.

MOTOR CAR PRODUCTION IN SWEDEN

The growing importance of the Swedish market for motor vehicles has directed the attention of foreign producing companies to the question of erecting assembling plants in Sweden. The first move in this direction has been made by the General Motors Corporation, who are erecting a plant at Stockholm for the assembling of around 7,000 Chevrolet cars a year. It is probable that other companies will follow this example, since the Swedish authorities are inclined to encourage the assembling of foreign cars with Swedish labour in preference to the importation of automobiles assembled in neighbouring countries.

Up to last year there was no Swedish manufacturer of automobiles. The well-known SKF ball-bearing concern, however, has taken a leading part in the organization of a motor car manufacturing company, known as the A.-B. Volvo. In the autumn of 1926 the latter commenced the construction of a series of 1,000 cars, the first of which appeared on the market last spring. This car develops 25 horse-power and the touring model retails at 4,800 kronor (\$1,286.40), so that it comes in the medium-priced class. It is too early yet to predict what success will attend this venture, but henceforth foreign producers must reckon with the competition of a locally produced motor car.

DUTIES AND TAXES

The customs duty on complete motor cars and trucks imported into Sweden is 15 per cent ad valorem, while the duty on automobile parts is 10 per cent.

The internal taxes applicable to motor vehicles in Sweden are of three kinds. There is the motor vehicle tax proper, a tax on rubber tires, and a tax on gasoline. The automobile tax is based on weight and is not a tax on horse-power as is the case in most other European countries. The tax therefore does not operate to any extent to the disadvantage of North American makes of automobiles.

The annual motor vehicle tax applies to motor cycles, passenger motor cars and motor trucks. On motor cycles without side-cards weighing less than 75 kg. (165 pounds) the tax amounts to 10 kronor (\$2.68) for each calendar year; on those weighing over 75 kg. to 15 kronor (\$4.02); and on motor cycles with side-cars to 25 kronor (\$6.70). On other motor vehicles with soft rubber tires the tax is 10 kronor (\$2.68) for each 100 kg. (220 pounds) or part thereof of the weight of the vehicle less 400 kg., but shall not be less than 75 kronor (\$20.10) per calendar year. On other motor vehicles with tires of other material than soft rubber, the tax amounts to 50 kronor (\$13.40) for every 100 kg. or part thereof of the weight of the vehicle.

The tax on rubber tires applies to solid tires and tire casings or parts thereof and is levied at the rate of 2 kronor (\$0.536) per kilogramme, payable upon importation.

The tax on gasoline amounts to 0.06 kronor per litre and is also payable upon importation.

DISTRIBUTION OF MOTOR VEHICLES

There are three principal centres for the distribution of motor vehicles in Sweden. These are the cities of Stockholm, Gothenburg and Malmö. Stockholm is the leading centre, and some producing companies grant exclusive selling rights for a make of automobiles to a Stockholm distributor, who has branches in the other two centres. Other companies divide their representation among three different distributors located in each of the above cities.

North American methods of salesmanship, advertising and terms of payment have materially assisted in increasing the sale of motor cars in Sweden during recent years.

All types of automobiles are sold in Sweden. Among passenger motor cars the recent trend has been towards the medium-priced car at the expense of high-priced cars. European makes occupy a leading position in the high-priced class, but in the medium-priced class the North American makes dominate the market with French and Italian cars a secondary factor.

The largest trade is naturally in the low-priced class of car, and here also the North American makes are the most prominent, although the Italian Fiat and French Citroën makes offer noticeable competition. British motor manufacturers do not yet appear to have taken full advantage of the opportunities offered in the Swedish market.

It is estimated by one authority that North American makes account for fully 85 per cent of the motor vehicles registered in Sweden. Most of the taxicabs in Stockholm and other cities are North American makes.

In motor omnibuses the European makes appear to be holding their own and there are a number of buses of British manufacture.

The bulk of the business in motor trucks has been in the light one-ton and one-and-a-half-ton delivery trucks of the same makes as those which dominate the low-priced passenger car market with the North American makes the leading factor. In heavier trucks the European makes are more prominent.

ECONOMIC CONDITIONS IN HOLLAND

TRADE COMMISSIONER A. B. MUDDIMAN

Rotterdam, December 7, 1927.—The most outstanding feature in Dutch economic conditions of recent date was the raising by one per cent on October 13 by the Netherlands Bank of its discount rate on bills of exchange to $4\frac{1}{2}$ per cent. At the same time the rate on promissory notes and on loans on merchandise was increased to 5 per cent, while that on foreign securities went to $5\frac{1}{2}$ per cent. The private discount rate followed closely that of the bank. This action was not unexpected in view of the development of the international money rates and that of exchange. To a large extent it was due to the rate of the pound sterling and also to the increase in the German Reichbank rate. The measure was more than anything protective and carefully considered. The volume of Dutch capital which is not unwilling to avail itself of foreign securities bearing a larger interest than Dutch securities is considerable. The result was a stiffening of the rates in the money market.

Dutch exports for the month of September (183,896,402 florins) were, according to the Rotterdam Bank's *Monthly Review*, the highest since the existence in their revised form of Dutch trade statistics. The retail business at present is brisk owing to the holiday season. The feast of St. Nicholas (December 5) is, rather than Christmas, the season for giving and exchanging presents in Holland.

ADVERTISING IN HOLLAND

Mr. A. B. Muddiman, Canadian Trade Commissioner in Rotterdam, writes as follows under date December 7:

For Canadian firms who are advertising their wares in Holland, a copy of a special number of *De Reclame* of Rotterdam, an advertising monthly, printed in English for the advertising convention held at Olympia last summer, is available at the Department of Trade and Commerce, Ottawa. It contains some general notes on advertising in Holland which are not without interest, touches on the Dutch Press and publicity typography, and reviews in some detail advertisements in Holland for toothpaste and perfumes. It points out that while advertisements in England were started to give notice of cockfights, in Holland they were first used to advertise books. It was the war that really stimulated advertising in Holland, when large profits were made and the conservative Dutchman was willing to risk a little in order to see whether it really paid. Since then, electric signs and far wider newspaper publicity have conquered the local manufacturer. Following the original idea of the Dutch-American, Edward Bok, of *The Ladies' Home Journal* fame, there is an increasing domestic demand for advertisements with plenty of "white."

GERMAN FISH MEAL MARKET REPORT

TRADE COMMISSIONER L. D. WILGRESS

Hamburg, December 5, 1927.—The business in fish meal on the Hamburg market continues to be dull and unsatisfactory. The trade is quiet and the market is rather depressed. Future prospects are not considered to be very bright. Farmers are still buying fish meal from hand to mouth only and the stocks in the hands of dealers are reported to be accumulating rather than otherwise. The present unsatisfactory position of the market is attributed to the high range of prices, the poor returns from hog fattening, and particularly to the lack of purchasing power among the agricultural community as a consequence of the unfavourable results of the last harvest in the north of Germany.

There has been little or no change in prices, although quotations for herring meal are slightly lower than a month ago. The following are the present prices c.i.f. Hamburg paid by importers, dependent upon quality and reputation of the shipper:—

- Norwegian cod meal, £20 to £21 per 1,000 kg. (2,204 pounds).
- Scotch white fish meal, £19 to £20 per long ton (2,240 pounds).
- English white fish meal, £19 to £19 10s. per long ton.
- North American white fish meal, £19 to £19 10s. per long ton.
- Norwegian north coast herring meal, £17 to £17 10s. per 1,000 kg.
- Norwegian west coast herring meal, £16 10s. to £17 5s. per 1,000 kg.
- North Pacific coast pilchard meal, £16 15s. to £17 per long ton.

According to the shipping statistics of the Port of Hamburg, approximately 3,733 metric tons of fish meal arrived from Norwegian ports and Iceland during the month of November as compared with 2,958 tons in October. From British ports there arrived at Hamburg during November 1,088½ long tons of fish meal as against 1,496 tons in October. From United States ports the arrivals in November were 444 long tons, of which 348 tons came from Baltimore, 59 tons from Boston, and 37 tons from New Orleans. This compares with 180 tons from these ports in the previous month. From Montreal 104 long tons arrived in November as against 169 tons in October, while shipments totalling 77,685 sacks of fish meal reached Hamburg in November from Vancouver as compared with 10,897 sacks in the previous month.

Other arrivals of fish meal in November included 1,694 sacks from Spain and Portugal and 500 sacks from West Africa, while there also arrived 10,125 sacks of fish guano, most of which came from India and Great Britain.

ITALY'S POTENTIAL WEALTH-PRODUCING ASSETS

ASSISTANT TRADE COMMISSIONER HENRI TURCOT

Milan, December 2, 1927.—The great task undertaken in the economic field by the Italian Government may rightly be described as that of mobilizing the nation's potential wealth-producing assets, more especially as regards the southern provinces and the islands.

AGRICULTURE

In the field of agriculture may be noted the Government's "wheat campaign", designed to intensify the yield of the cereal crop. But the effort to improve Italy's chief wealth-producing asset, agriculture, has taken and is taking many other forms. The problem of irrigation is in the forefront. Much has already been done in this direction, and side by side with the growth of hydro-electric plants, the waters caught and harnessed for the production of power are utilized for irrigation. In the period November, 1926, to October, 1927, over 15,000 acres of farm land have thus been irrigated. During the same period drainage and reclamation works have been started on a further 815,000 acres of land. Several villages for the agricultural population have been built in Sardinia, Sicily, and Basilicata as a preliminary to the reclamation of large areas hitherto lying waste or inadequately cultivated. Building operations are well advanced for the construction of several other villages to house the population, which now no longer emigrates by the hundred thousand every year, leaving behind it abandoned farms and uncultivated areas, but employs its labour power in creating wealth at home. Steady and successful efforts are being made to improve and develop fruit-growing.

MEANS OF COMMUNICATION

Adequate means of communication are essential to the valorization of potential wealth, and in this field great activity has been displayed. Besides important additions to the already excellent road system of northern Italy, hundreds of miles of roads have been opened in Calabria and Sicily, facilitating traffic between communes heretofore practically isolated. The new express Rome-Naples line, which places the southern metropolis within two hours and fifty minutes from the capital, was inaugurated on October 30. On October 28 the electrified express railway line Florence-Bologna was opened, and within the next few months the whole railway system of Piedmont and Liguria will be run by electric power generated by Italian hydraulic stations.

HYDRO-ELECTRIC RESOURCES

The hydro-electric resources of the country have been increased during the year by 200,000 h.p., the total now standing at 4,200,000 h.p. Among the stations which have begun to work in 1927 is the first group of the hydro-electric installations of the Sila in Calabria with 140,000 h.p. The great reservoir of Coghinis in Sardinia generating approximately 20,000 h.p. has also been opened.

ITALY'S AFRICAN COLONIES

Great progress is being made in developing the potential wealth of the African colonies. In Tripolitania 425,000 acres of land have been taken over by the Government, of which 315,000 have been leased to colonists. In Cirenaica 100,000 acres have been thus dealt with. The salt mines of that colony are being put into working order and will give an estimated yield of 530,000

tons. Experiments on a commercial scale are being made in Tripoli for extracting potash and magnesium from the salt beds of Pisida, which are reckoned to yield annually 10,000 tons of sulphate of potassium, 10,000 tons of sulphate of magnesium, besides 600,000 tons of salt.

In Erythrea, besides the rebuilding of Massaua, destroyed two years ago by an earthquake, the irrigation works in the Tessinei plane have been completed, and 7,500 acres of land have been planted to cotton and cereal crops.

In Somalia the works for irrigating 100,000 acres of farm land are being completed, and 45,000 acres have already been granted to colonists.

FOREIGN SHIPS IN THE UNITED STATES FOREIGN TRADE

ASSISTANT TRADE COMMISSIONER JOHN H. ENGLISH

New York City, December 9, 1927.—Less than one-third of the foreign trade of the United States during the calendar year 1926 was handled in United States vessels, according to an article appearing in the *New York Times*. The analysis shows that 5,761 ships of thirty-two different countries participated in moving the United States business of freight and passengers. Of this total United States ships numbered 1,678 with an aggregate gross tonnage of 7,336,000. They were proportionately more numerous in the tanker traffic than in other trades. Of a total of 594 tankers aggregating 3,700,000 gross tons trading in United States waters, 250 aggregating 1,620,000 gross tons were American. Thus about 42 per cent of the tankers were American, as were 28 per cent of the combination passenger-cargo ships and 25 per cent of the general cargo vessels. Of 444 combined passenger-cargo ships aggregating 3,800,000 tons, 127 ships aggregating 838,000 gross tons were American. Of a total of 4,000 general cargo carriers aggregating 18,000,000 gross tons, only 993 with a gross tonnage of 3,640,000 were American.

The report, which takes into account all classes of vessels including miscellaneous craft, reveals that there are still 347 sailing vessels aggregating 280,000 gross tons actively engaged in the foreign trade of the United States. Of that number, 205 were American.

The United States exported during the year 68,373,000 long tons of cargo and imported 44,888,000 long tons. The total number of entrances and clearances was 58,400. Of the total domestic exports during 1926 valued at \$4,711,721,000, goods to the value of \$1,387,814,000 were carried in United States ships, while British ships accounted for goods to the value of \$1,340,361,000. Imports totalled \$4,430,888,000, of which United States ships carried to the value of \$1,194,995,000 and British ships \$1,366,926,000.

In a survey of the expense of transportation of water-borne foreign commerce of the United States in the fiscal year 1925, it was determined that charges paid for the carriage of 93,000,000 long tons of freight was about \$600,000,000.

"The foreign trade of 1926 indicated," the United States Shipping Board state in their report, "that the nation's freight bill for 1926 exceeded \$728,000,000, and that of this sum a conservative estimate indicates \$480,000,000 was paid to foreign shipping companies."

At the close of the fiscal year 1926 the merchant marine of the world was indicated as totalling 64,784,000 tons. Of this total, the United Kingdom led with 19,400,000 gross tons, followed by the United States with 14,879,000 gross tons. The next nearest competitor at that time was Japan with 3,968,000 gross tons.

PROSPECTS FOR UNITED STATES WINTER WHEAT CROP

ASSISTANT TRADE COMMISSIONER JOHN H. ENGLISH

New York City, December 20, 1927.—The first unofficial winter wheat crop estimate for the United States issued to-day by one of New York's leading commercial papers shows that conditions throughout the country, generally speaking, are somewhat more favourable this year than has been the case during the past few years. Whereas the report of December, 1926, indicated an 84.5 per cent condition of the crop, the corresponding figure this year is 86.9 per cent. According to official United States Government figures, the area sown to winter wheat in 1926 was 31,402,000 acres, while this year the estimate just completed places the area at approximately 33,777,000 acres—an increase of 7 per cent as compared with a decline of 1.2 per cent in 1926 and of 9.1 per cent in 1925 from the preceding year in each case.

The following table shows the acreages sown in 1926 in the eleven chief states together with the percentage increase or decrease this year and the percentage condition as indicated this December:—

State	Per Cent Condition		Acreage in Thousands	Per Cent Difference in Area Sown 1927
	Dec., 1927	Dec., 1926		
Indiana	96	82	1,784	+ 7.4
Illinois	89	71	2,277	+26.2
Kansas	80	87	11,962	— 1.8
Michigan	92	88	958	+ 5.2
Missouri	91	72	1,619	+28.2
Nebraska	90	93	3,569	+ 1.9
Ohio	94	69	1,494	+31.0
Oklahoma	77	90	4,558	— 4.6
Oregon	93	96	907	—15.7
Pennsylvania	92	80	1,039	+ 5.5
Washington	94	96	1,235	+ 3.0
Weighted average	86.8	84.5	31,402	+ 7.0

The outstanding characteristic of the winter wheat crop appears to be the unsatisfactory condition existing in the one-crop part of the country and the improved conditions in other parts. The most favourable conditions appear to be in Indiana, Michigan, Pennsylvania, Ohio, and Illinois, while Kansas, Nebraska, and Oklahoma report conditions less promising than last year.

The difficulty in the middle western section is lack of rain, especially in parts of Kansas, where most of the damage seems to have been done. Insect pests are reported in some districts. In the rotation crop areas, including Indiana, Missouri, Ohio, Illinois, and Michigan, the outlook is considered more favourable than for a number of years past. Despite unfavourable conditions in several districts, however, a strong feeling of optimism seems to prevail throughout. Commenting upon the general conditions, the *New York Journal of Commerce* says: "The outlook seems to be moderately better than last year, and if weather throughout the winter and early spring is distinctly favourable in Kansas and Oklahoma, the winter wheat crop may be quite substantially larger than last year."

COMMERCIAL CONDITIONS IN MEXICO

TRADE COMMISSIONER C. NOEL WILDE

Mexico City, December 1, 1927.—A better feeling has prevailed throughout commercial circles during the month of November than has been noticeable at any time during the present year. This is due to a combination of circumstances, none of which have yet had a definite effect upon the volume of business, but which as a whole are taken as an indication of the possibility of improved conditions in the near future. Among the principal factors leading to this change of opinion may be mentioned the arrival of a new Ambassador from the United States, who is generally recognized as an expert on financial matters, the removal of any probability of armed disturbances during the period of the general election, the opening of long-distance telephone communication with the United States, Canada, and Cuba, the issue of bonds of Mexican commercial companies in foreign countries, the appointment of a Canadian expert to examine into the condition of the National Railway system, and decision of the Supreme Court in regard to petroleum legislation which was handed down on the 16th of the month.

Of the factors mentioned above, that in connection with petroleum is generally regarded as the most important. The difficulties associated with this question had their inception in the constitution of 1917, which declared all mineral deposits, including petroleum and all hydrocarbons, to be the property of the nation; the law bringing this article of the Constitution into force stating among other things that rights granted prior to the 1st of May, 1917 (the date of the new constitution) would be confirmed by means of concessions granted by the Government for a period of thirty years. The question then arose as to whether perpetual rights acquired before 1917 could be confirmed by means of a concession which was limited in point of time; a number of oil companies protested against such an interpretation of the constitution, and sought a legal decision on the subject; this decision has now been given in favour of one company, and it is anticipated that similar results may occur in other cases. Although this decision does not necessarily settle the "petroleum dispute" in all its aspects, it is suggested that it may lead to an increased production of oil; this in turn should have a favourable effect on the revenue of the country, which is largely derived from taxes on petroleum and its products; these taxes have decreased from nearly eighty-six millions of pesos in 1922 to less than thirty-five millions in the year 1926. The revenue from petroleum taxes being hypothecated to the service of the foreign debt, the importance of this question, and its influence on both the internal prosperity of the nation and its external credit, can hardly be overestimated. The following figures of revenue derived from this source (stated in pesos) clearly indicate the position up to the end of 1926: 1922, 85,900,000; 1923, 60,500,000; 1924, 54,600,000; 1925, 42,100,000; 1926, 34,800,000; and it has been estimated that the revenue for 1927 will not exceed the sum of twelve million pesos; in October, 1926, the receipts from this source were 2,700,000 pesos, and in October, 1927, they were estimated at about 1,000,000 only.

It is true that the possible solution of the difficulties in connection with the petroleum law does not entirely remove the apprehensions of many observers with regard to the future. It is pointed out in the first place that the petroleum deposits are only one of the natural resources of the country and not even the most valuable; the settlement of the question of titles does not remove labour difficulties, high import duties, and the general restriction of purchasing power on the part of the mass of the population. In addition, the agrarian question, the railway situation, the lack of capital, and other restrictive influences must still be removed before real progress can be expected. The true situation is

probably a mean between these opposite views; the finding of the Supreme Court may legitimately be regarded as a good augury for the future, without necessarily indicating an immediate period of increased development or greater prosperity.

In the meantime, reports from commercial houses are of a somewhat conflicting nature; the drug and chemical trade appears to maintain a normal volume; automobile sales appear to have fallen off slightly; machinery houses in some cases report satisfactory business, and in others a slightly decreased turnover; advices from textile houses are conflicting; and importers of food-stuffs generally report a slightly lessened demand. It is probable that a few weeks will have to elapse before the situation is clear enough for any definite deductions to be made as to the general trend of business in all branches.

An important, although slight indication of the situation is afforded by the exchange rate on New York. The peso opened on the 1st of November at 47.75, and rose steadily during the month, closing on the 30th at 48.55. The discount on silver also improved during the same period, opening at 7 per cent, and closing at 6.60 per cent at the end of the month.

REASONS FOR THE PRESENT SLACKNESS OF MONEY IN JAPAN

ACTING TRADE COMMISSIONER RICHARD GREW

Kobe, November 21, 1927.—Shortly after the panic that took place last spring, it was predicted that there would ensue a period of exceeding slack money. This prediction has come true. Money is now almost unprecedentedly slack, and it is expected to grow more so. This is, of course, a feature which should be greeted with a certain amount of satisfaction, as slack money and low interest rates are the most natural and efficacious remedies for the paralysis of credit and trade depression. But by what process will trade activities be recovered, is an extremely important question.

Before considering the point, however, it is necessary to get a clear idea of the actual facts of the prevailing slack money. The most important cause of the slack money is, no doubt, the extraordinary loans made by the Bank of Japan in connection with the recent panic. Looking at the present weekly reports of the bank, which may be considered to represent the sum total of the changes wrought by the panic, it is found:—

(1) That the private deposits at the Bank of Japan before the panic were usually somewhere between 70,000,000 and 80,000,000 yen, whereas in September last they stood at 340,000,000 yen, an increase of about 260,000,000 yen.

(2) That while the public bonds, owned by the bank about the time of the panic, amounted to 280,000,000 yen, and at times even exceeded 300,000,000 yen, were down to 120,000,000 yen in September.

(3) That the Government deposits also, which had been about 630,000,000 yen just before the panic, were in the vicinity of 850,000,000 yen in the same month of September—a remarkable increase of over 200,000,000 yen.

Of the foregoing three items, the second one—the decrease in the bonds owned by the bank—was obviously due to the purchase of bonds from the Bank of Japan by those first-class banks which were obliged to dispose, in that way, of some of the idle money which had accumulated in their hands through the concentration of deposits in them. The third—the increase in Government deposits—resulted chiefly from the increase in postal savings in consequence of the panic. It will thus be seen that the increase in moneys in the hands of the Bank of Japan from the above three causes, and aggregating about 600,000,000 yen, was all owing to the concentration of funds in certain quarters through the panic and the money so accumulated served to fill up the gap produced by the extraordinary loans made by the bank.

EXTRAORDINARY LOANS

The loans of the Bank of Japan in the middle of March and of April last were about 270,000,000 yen, which subsequently increased so much that in September the lowest point reached was 830,000,000 yen. The increase of 560,000,000 is to be ascribed to the extraordinary loans, which were granted by the bank to furnish ordinary banks with funds with which to meet runs on them, and to the Bank of Formosa with funds required for fulfilling its obligations under loans at call, etc. The deposits and money at call which were repaid with the extraordinary loans went to increase the private and Government deposits at the Bank of Japan and reduce the bonds owned by the same bank. So it is safe to assume that the outstanding balance of the extraordinary loans, which are estimated at 560,000,000 yen, is roughly covered by the increase in the private and Government deposits at the Bank of Japan (including the decrease in its bond holdings), which is somewhere about 600,000,000 yen.

FROZEN BANK DEBTS

In considering the beneficial effects of the extraordinary loans in the way of adjusting the money market, it is not clear how much of the bank loans in this country is frozen, some people estimating them at 1,000,000,000 yen and others at double the figure. At any rate, the enormous amount of frozen debts was financed out of the general public's deposits which are liable to be withdrawn at any time. This was a serious trouble with the banking community in this country, to which are to be ascribed the inordinate and unseemly competition for deposits due to the excessively high rate of interest that prevailed. Thanks to the extraordinary loans, however, the banks are now in a position to try to recover gradually, in the course of the next ten years, those frozen debts or at any rate the portion of them that is represented by 560,000,000 yen. On the other hand, when they were financed with deposits, the banks, owing to the pressure for money from which they suffered themselves, were in a hurry to recover their money and had to be very pressing upon the debtors for payment. So the benefit of the relief is by no means confined to the debtors concerned, but it extends to the whole of the business community. For many debtors, who would have had no alternative but to go into bankruptcy if there had been no respite, are given an opportunity to readjust their affairs because their bankers' attitude is relaxed and those drastic measures with which they were threatened are mitigated or postponed. Sound and trustworthy merchants and manufacturers are also relieved of much of the pressure of tight money and high interest, created by the action of their bankers, who, in order to tide over the difficulties caused by the locked-up debts, had to recover or withhold loans even from perfectly solvent customers. It is impossible to state in figures how this tension has been relieved by the extraordinary loans, but the benefits conferred by them must be very considerable. The chief effect of these extraordinary loans is that they have detached a large part of the frozen debts from monetary relations in general. These will have to be adjusted separately and by themselves, since the frozen debts are now largely financed with the extraordinary loans, which, by virtue of the two indemnity laws regarding Japan and Formosa, need only be redeemed in the course of ten years. To this extent—and it is large—the cancer of the body financial has been cut off, while at the same time the sum of 560,000,000 yen has been restored into the hands of depositors and suppliers of money at call and turned it into idle money floating in the money market. This is the most important cause of the slack money and low interest rate which is now being experienced.

DISTRESS OF SMALLER BUSINESS MEN

But there is another factor which should be considered in this connection. That is the position of a large number of borrowers, more especially smaller

merchants and manufacturers, the stoppage of monetary supplies to whom is another cause for the accumulation of so much idle money. Merchants and manufacturers from the middle grade downward represent from 60 to 70 per cent of the total industrial unit in this country. It is certainly a great relief that, of the frozen bank loans which were formerly covered by deposits, no small part is now covered by the extraordinary loans for the repayment of which a long term of ten years is allowed. But the great concentration of deposits on the first-class banks has been brought about as a result of the withdrawal of deposits from medium and small banks, with the obvious result that the funds in the hands of these banks have dried up. They have thereby lost the power to continue meeting the monetary demands of their customers—smaller merchants and manufacturers—to the same extent as before. To make matters worse for many of these smaller business men, they are threatened with the loss of their bank deposits by 40 or 50 per cent through the bankruptcy of their banks. Under these circumstances, it is easy to see to what plight the smaller business men are reduced. Mr. Inoue, Governor of the Bank of Japan, says that in connection with the readjustment of the defaulting banks he has had plenty of opportunity for observing the ways in which smaller business men get their monetary supplies and that they appear to be fraught with a great deal of danger. Having the money they borrowed from their banks collected without mercy, and at the same time alternative supplies of funds cut off almost entirely, some of them have succumbed, while others have had to curtail their operations or to remain at a standstill. In this way, the blow dealt to smaller business men has been very severe, and it has made it necessary for many of them to undergo readjustment—a process that is still going on. This is the principal reason for the financial depression witnessed since the panic. It has deprived money of one of its important outlets and helped to inundate the market with idle funds, and it also tends to prolong the congestion of money in certain quarters, thus constituting another powerful cause for slack money and low interest.

EXCESS OF EXPORTS

Next to the extraordinary loans and the distress of smaller business men, there is an excess of exports over imports, as a third cause for slack money. Exports are not so good that one may rejoice at the activity of the trade, though they are somewhat better in the current half-year than they were during the same period of the previous year, so that the favourable balance of trade that is now taking place is chiefly due to a decrease in imports. It is but natural that imports should decline when economic conditions are so depressed. The consensus of opinion seems to be that the only way out of the difficulty is to considerably increase exports, although due consideration is not being given to the conditions in foreign markets, which are generally unfavourable. Nevertheless, exports promise to increase while imports remain inactive, with the result that the excess of exports will continue for some time longer, causing, as mentioned above, a further slackness in the money market.

CURTAILMENT OF OUTPUT

These three causes have combined to produce the present slackness of money and the unprecedented fall in the rate of interest. At the present time, however, the low rate of interest is limited to money at call, first-class cotton and other similar first-rate bills and well-secured bills, for which the daily rate quoted is between 8 rin (2.92 per cent per annum). On the other hand, the rates for other kinds of loans are still as high as 2 sen (7.30 per cent) or even 2.4 sen (8.94 per cent). This shows that the city banks are carefully scrutinizing the security offered and decline to give credits readily. So long as the bankers keep this cautious attitude, funds will not go to smaller merchants and

manufacturers. Consequently these quarters must continue in a state of freezing depression for the time being. In fact, even among business undertakings on a large scale—cotton and woolen mills, manure factories, cement works, sugar refineries, to say nothing of ironworks and shipyards—there is no line in which operations are not curtailed and the output is not cut down. In all cases the productive power is in excess of the demand, and there is little likelihood of fresh demands for money arising in the near future. This being so, no outlet can be found at the present time for the large sums of idle money now held by the city banks. Moreover, if goods must be exported at all costs, as already mentioned, while imports will be comparatively small in volume even in the new import season, money cannot but get slackier than ever. Moreover, the pressure of the congested funds upon banks will be accentuated in proportion to the duration of the congestion and will result in forcing the rate for money at call further down on the one hand and inducing a rise in the price of reliable securities, public bonds and debentures more especially, on the other.

SIX PER CENT DEBENTURES AHEAD

In this way, the general expectation that the time will come when debentures can be issued at par at 6 per cent per annum may be fulfilled in no distant future. The rate of interest will then have fallen to the same level as in England and the United States, where the rates for debentures are between 5 and 6 per cent. With such cheap money there will be no business that cannot be made to pay, and it will be impossible for men of enterprise to remain inactive. The question is whether or not such a low rate of interest will last more or less permanently. In this respect it is to be regretted that, due to the lack of organization in the banking system in this country and the lack of experience and training on the part of the bankers, there is nothing to guarantee the stability of money rates. But if the bankers are sufficiently discreet and mindful of the public welfare, the low rate of interest may remain stable for a not inconsiderable period—an expectation which is justified by the consideration that, with the painful experience and lesson afforded by the panic still so fresh in their minds, they are not so likely to be reckless in making loans again as they formerly were.

TURN OF THE TIDE

In brief, the public mind is still unsettled and those in business circles are busy with the readjustment of their affairs and harassed by difficulties in getting monetary accommodation. However, when the day of 6 per cent debentures at par arrives, with a reasonable prospect of duration, the effective demand for money cannot fail to revive, and it will appear first of all in railway and electric power business, for in these quarters there are many cases where schemes previously decided upon have been left in abeyance and necessary extensions have been put off through a lack of funds. This will be the first indication of a turn of the tide.

TRADE AND ECONOMIC CONDITIONS IN CHINA

TRADE COMMISSIONER L. M. COSGRAVE

Shanghai, November 30, 1927.—Owing to the approach of the Chinese New Year, the chief period of settlement for all Chinese and for foreign firms dependent upon Chinese consumptions and demand, trading in all lines during the months of December and January is quiet.

Imports of wheat and flour—the chief consignments from Canada at this time of year—are considerably below normal and there does not appear to be any prospect of improvement before February at the earliest. Canadian prices

in both commodities are slightly above what buyers are inclined to give, but the chief impediment is the difficulty of transport from the Shanghai mills to their chief consuming areas in North China due to the continued civil wars and the consequent disruption of trade. As a result, the larger flour mills in the Shanghai area are at present working at about 25 per cent capacity. Stocks of flour are reported heavy, and at the same time sufficient Chinese wheat continues to arrive from the interior to meet the reduced demand. Holdings in the interior are, however, reported low, and any improvement in the political and economic outlook should result in a rapid clearance of domestic stocks and improve buying from abroad.

In sundries' lines such as machinery, hardware, wearing apparel, and food-stuffs, conditions are reported fairly satisfactory.

TARIFF CHANGES AND CUSTOMS REGULATIONS

British Merchandise Marks Order

With reference to the article in *Commercial Intelligence Journal* No. 1244 (December 3, 1927), pages 800-801, concerning a draft order under the British Merchandise Marks Act affecting certain commodities, Mr. Harrison Watson, Trade Commissioner in London, cables that the date has been fixed for bringing into force certain requirements under this order. The Government announces that the Merchandise Marks Order is to come into force as from March 20 in regard to the following:—

- (a) Gold and silver leaf;
- (b) Woven labels of textile materials;
- (c) Wire netting and woven wire, including chain link fencing;
- (d) Mill bobbins;
- (e) Felt hats and felt hat hoods;
- (f) Barbed wire on reels, wire nails and wire staples, wire in coils or bundles, including strand wire, baling wire cut and looped at one end or both, all of the foregoing when of iron or steel;
- (g) Brass water taps and some other water fittings of brass as specified; cabinet furniture of metal not including locks; furniture castors; brace and belt buckles of metal (detached), cartons to be marked.

The foregoing were announced in the draft order as requiring to show the country of origin before sale or exposure for sale.

It was proposed in this order that rubber tires and tubes should be marked at the time of importation. The cablegram states that the part of the order relating to tires and tubes is to be brought into force at the beginning of June.

Firms desiring more particulars about the marking of any of the goods in question are invited to apply for information to the Department of Trade and Commerce, Ottawa.

Australian Lumber Duties Further Amended

With reference to the article in *Commercial Intelligence Journal* No. 1244 (December 3, 1927), page 803, respecting Australian tariff changes, Mr. D. H. Ross, Canadian Government Trade Commissioner, Melbourne, cables the following further information: Timber duties are further amended. Undressed California redwood only is admitted under the old rates. Douglas fir for mining purposes is free of duty. All other undressed imported timber including Douglas is subject to the rates formerly cabled. Dressed timber, redwood, becomes subject to a duty of 8 shillings 6 pence per 100 superficial feet and all other dressed timber is to be dutiable at 15 shillings per 100 superficial feet. All these proposed changes are subject to ratification. As soon as details of the new tariff proposals are received, further information will be published about these changes.

United States Tariff Ruling on Boneless Salted Beef

United States Treasury Decision 42459 of November 28, 1927, relates to an importation from Canada of goods described as boneless salted beef. The commodity consisted of meat of bulls and canner cows cut up into chunks with the bones extracted, packed in barrels with 1 per cent of salt. The shipment was first assessed for duty by the Collector of Customs at the port of St. Albans at three cents per pound as fresh beef. This decision was reversed and the meat ruled as dutiable at 20 per cent ad valorem as meat, prepared or preserved.

Marking of Dressed Poultry Entering the United States

Information has been received from Mr. M. M. Mahoney, Commercial Secretary, Canadian Legation, Washington, concerning the effect of United States Treasury Decision 42057, of March 9, 1927, relating to the marking of dressed chickens. This decision arose out of section 304 of the United States Tariff Act of 1922, which directs the marking of imported merchandise at the time of its manufacture or production so as to indicate the country of origin, whenever this is practicable. It was held on that occasion that the marking was not limited to articles that are manufactured or produced by mechanical arts or sciences. Following this decision, dressed chickens, turkeys, etc., are subject to individual marking by means of tags or otherwise to indicate the country of origin.

United States Tariff Ruling on Tourists' Purchases

United States Treasury Decision 42442 of November 23, 1927, relates to the provision in paragraph 1695, Tariff Act of 1922, whereby a resident of the United States returning from abroad is entitled to exemption from duty on goods up to the value of \$100. Under the new decision, the resident upon returning from abroad is entitled to this exemption if he gives an order for articles and the order is accepted, even though a deposit only is made at the time of purchase and the articles are later forwarded to the resident in the United States. Under Treasury Decision 42199 of May 18, 1927, the language "residents of the United States returning from abroad" was held to include such residents returning from contiguous countries such, for example, as Canada. It was further stated that the legislative intent was that exemption should be allowed only in instances where such residents acquired merchandise abroad as an incident of the trip rather than as the purpose of the trip or one of the purposes of the trip.

BRITISH TRADE COMMISSIONERS IN CANADA

Canadian importers and others desirous of obtaining information regarding the export trade of the United Kingdom and British manufacturers desirous of representation in Canada are invited to communicate with the under-mentioned:—

The Senior British Trade Commissioner in Canada and Newfoundland, 1111 Beaver Hall Hill, Montreal, Que. Telegraphic address: "Britcom."

The British Trade Commissioner (for Ontario), 901-902 Bank of Hamilton Building, Toronto, Ont. Telegraphic address: "Toroncom."

The British Trade Commissioner (for Western Canada), 18 Commerce Building, Vancouver. Telegraphic address: "Vancom."

The Officer-in-Charge (for Manitoba and Saskatchewan), British Trade Commissioner's Office, 703 Royal Bank Building, Winnipeg. Telegraphic address: "Wincom."

TENDERS INVITED

Australia

Copies of tender forms and specifications have been received from Trade Commissioner D. H. Ross, Melbourne, for material required by the Victorian Government Railways, Melbourne, as follows: One electric butt welding machine complete with all necessary equipment, as specified.

The tender forms and specifications are open to the inspection of interested Canadian manufacturers at the Department of Trade and Commerce, Ottawa (refer to file No. 29077).

Tenders, which close on February 22, 1928, in conformity to the specifications should be promptly addressed to the Secretary, Victorian Government Railways, Melbourne, Australia. (The last available mail leaves San Francisco on January 23 and is due at Melbourne on February 19, 1928.)

FOREIGN EXCHANGE QUOTATIONS FOR THE WEEK ENDING DECEMBER 27, 1927

The Foreign Exchange Department of the Bank of Montreal has furnished the following statement of the nominal closing quotations for all the principal exchanges for the week ending December 27, 1927. Those for the week ending December 19, 1927, are also given for the sake of comparison.

Country	Monetary Unit	Parity	Week Ending December 19, 1927	Week Ending December 27, 1927
Britain	£	\$4.86 $\frac{3}{4}$	\$4.8892	\$4.8913
Belgium	Belga	.1390	.1400	.1401
Czecho-Slovakia	Krone	.....	.0296	.0296
Finland	Mark	.0252	.0252	.0252
France	Fr.	.1930	.0394	.0394
Holland	Florin	.4020	.4046	.4050
Italy	Lire	.1930	.0543	.0528
Spain	Pes.	.1930	.1672	.1678
Portugal	Ese.	1.0805	.0500	.0500
Switzerland	Fr.	.1930	.1933	.1936
Germany	Reichs Mk.	.2382	.2392	.2394
Greece	Dr.	.1930	.0133	.0133
Norway	Kr.	.2680	.2666	.2667
Sweden	Kr.	.2680	.2704	.2707
Denmark	Kr.	.2680	.2685	.2687
Austria	Schilling	.1407	.1412	.1412
Japan	Yen	.4985	.4615	.4641
Siam	Tical	.3709	.4550	.4525
India	Rupee	.3650	.3693	.3693
United States	\$	1.0000	1.0012	1.0015
Mexico . . . . .	\$	.4985	.4845	.4865
Argentine Rep.	Peso (Paper)	.4244	.4281	.4281
Brazil	Mil.	.5462	.1205	.1206
Jamaica	£	4.86 $\frac{3}{4}$	4.8800	4.8800
British Guiana	\$	1.0000	1.01—1.02 $\frac{1}{2}$	1.01—1.02 $\frac{1}{2}$
Barbados	\$			
Trinidad	\$			
Dominica	\$			
St. Kitts	\$			
Grenada	\$			
St. Vincent	\$			
Tobago	\$			
China	Tael	.....	.6412	.6387
Batavia, Java	Guilder	.4020	.4040	.4040
Peru	Libra	4.8665	3.9000	3.9300
Singapore, Str. Settlement . . . . .	\$	.5678	.5737	.5737

TRADE INQUIRIES FOR CANADIAN PRODUCTS

Since the publication of the last *Commercial Intelligence Journal* there have been received the following inquiries for Canadian products. The names of the firms making these inquiries, with their addresses, can be obtained only by those specially interested in the respective commodities upon application to: "THE COMMERCIAL INTELLIGENCE BRANCH OF THE DEPARTMENT OF TRADE AND COMMERCE, OTTAWA," OR THE BOARDS OF TRADE AT ST. JOHN, HALIFAX, QUEBEC, SHERBROOKE, MONTREAL, TORONTO, WOODSTOCK, ST. MARY'S (ONT.), PORTAGE LA PRAIRIE, ST. BONIFACE (MAN.), WINNIPEG, VANCOUVER, NEW WESTMINSTER, AND PRINCE RUPERT; THE CHAMBERS OF COMMERCE AT BELLEVILLE, PETERBOROUGH, HAMILTON, ST. CATHARINES, STRATFORD, GUELPH, BRANTFORD, LONDON, ST. THOMAS, SARNIA, AND VICTORIA (B.C.); THE CHAMBRE DE COMMERCE, DISTRICT OF MONTREAL; BORDER CHAMBER OF COMMERCE, WINDSOR; THE CANADIAN MANUFACTURERS' ASSOCIATION OFFICES AT TORONTO, MONTREAL, WINNIPEG, EDMONTON, VANCOUVER, AND VICTORIA; AND THE KITCHENER AND WATERLOO MANUFACTURERS' ASSOCIATION, KITCHENER (ONT.).

Foodstuffs

1238. BUTTER.—A Liverpool firm of ships' store provision merchants and agents are interested in getting in touch with Canadian exporters with a view to representing them on a commission basis.

1239. CHEESE.—A Liverpool firm of ships' store provision merchants and agents are interested in getting in touch with Canadian exporters with a view to representing them on a commission basis.

1240. MEAT PRODUCTS.—A trading company in Prague, Czechoslovakia, which is a branch of a large import and export company, and in close touch with wholesalers of food products throughout the country, wishes to establish connections with a Canadian firm exporting meat products.

1241. BACON.—A Liverpool firm of ships' store provision merchants and agents are interested in getting in touch with Canadian exporters with a view to representing them on a commission basis.

1242. ONIONS.—Commission agent in Havana, Cuba, desires to represent Canadian shippers of onions.

1243. FLOUR.—British firm operating in Jamaica, with branch in Trinidad, seek agency for flour.

Miscellaneous

1244. OATS.—British firm operating in Jamaica, with branch in Trinidad, seek agency for oats.

1245. SHELF HARDWARE.—British firm operating in Jamaica, with branch in Trinidad, desire agency for shelf hardware.

1246. WIRE NAILS.—British firm operating in Jamaica, with branch in Trinidad, desire to obtain agency for wire nails.

1247. BARBED WIRE.—British firm operating in Jamaica, with branch in Trinidad, seek agency for barbed wire.

1248. MAPLE HARDWOOD STRIPS.—A Bristol firm desire quotations c.i.f. Hull for about 25,000 cubic feet clear one hard rock maple flooring strips $1\frac{1}{4}$ inches by $3\frac{1}{2}$ inches by $18\frac{1}{2}$ inches long, rising in multiples of $9\frac{1}{4}$ inches.

1249. INDUSTRIAL CHEMICALS.—Commission agent in Havana wishes to sell industrial chemicals in Cuba for Canadian exporters.

1250. CAUSTIC SODA, SODA ASH, ETC.—An importer at Havana, Cuba, wishes to hear from Canadian exporters of these commodities.

1251. MICA.—Importer in Basle, Switzerland, desires samples and c.i.f. quotations on spotted mica for electrical purposes; uncut mica; mica for stove plate and gramophone discs.

PROPOSED SAILINGS FROM CANADIAN PORTS

(The sailing dates are approximate and subject to change without notice)

From St. John

To ANTWERP.—Canadian Explorer, Jan. 4; Canadian Planter, Jan. 18; Canadian Ranger, Feb. 1—all C.G.M.M.; Bolingbroke, Canadian Pacific, Jan. 21.

To AVONMOUTH.—Salacia, Anchor-Donaldson, Jan. 20.

To BELFAST, LONDONDERRY, CORK AND DUBLIN.—Torr Head, Jan. 9; Lord Antrim, Jan. 23—both Head Line.

To CARDIFF AND SWANSEA.—Canadian Mariner, Jan. 11; Canadian Traveller, Jan. 25—both C.G.M.M.

To GLASGOW.—Salacia, Anchor-Donaldson, Jan. 20; Bothwell, Jan. 14; Brandon, Jan. 28—both Canadian Pacific.

To LIVERPOOL.—Montrose, Jan. 6; Montcalm, Jan. 13; Melita, Jan. 20; Minnedosa, Jan. 27—all Canadian Pacific.

To LONDON.—Beaverburn, Jan. 7; Bolingbroke, Jan. 21; Bosworth, Jan. 28—all Canadian Pacific; Canadian Explorer, Jan. 4; Canadian Planter, Jan. 18; Canadian Ranger, Feb. 1—all C.G.M.M.; Ariano, Furness Line, Jan. 17.

To HULL.—Ariano, Furness Line, Jan. 17.

To MANCHESTER.—Manchester Division, Jan. 7; Manchester Regiment, Jan. 21—both Manchester Liners.

To BORDEAUX AND HAVRE.—Laval County, County Line, Jan. 7.

To ROTTERDAM.—Queen's County, Jan. 10; Hada County, Jan. 25—both County Line.

To HAMBURG.—Cairnross, Thomson Line, Jan. 12; Beaverburn, Jan. 7; Bosworth, Jan. 28—Canadian Pacific; Brant County, Jan. 14; Grey County, Jan. 28—both County Line.

To COPENHAGEN AND BALTIC PORTS.—Dania, Scandinavian-American Line, Jan. 15.

To ITALIAN PORTS.—Vallemare, Lloyd Mediterraneo Italian Service, Jan. 12.

To SOUTH AND WEST AFRICAN PORTS.—Elm Park, Elder Dempster Line, Jan. 15.

To BERMUDA, ST. KITTS, ANTIGUA, MONTSEERRAT, DOMINICA, ST. LUCIA, BARBADOS, ST. VINCENT, TRINIDAD AND DEMERARA.—Canadian Pathfinder, Jan. 14; Canadian Volunteer, Jan. 28—both C.G.M.M.; Adolf Bratt, Pickford & Black, Jan. 11.

To AUSTRALIAN AND NEW ZEALAND PORTS.—Ikala, New Zealand SS., Jan. 14.

From Halifax

To ANTWERP.—Canadian Explorer, Jan. 6; Canadian Planter, Jan. 20—both C.G.M.M.

To CARDIFF AND SWANSEA.—Canadian Mariner, Jan. 13; Canadian Traveller, Jan. 27—both C.G.M.M.

To GLASGOW.—Rexmore, Furness, Withy, Jan. 6.

To LIVERPOOL.—Galtymore, Jan. 14; Nova Scotia, Jan. 21; Newfoundland, Jan. 31—all Furness, Withy; Ascania, Cunard Line, Jan. 16.

To LONDON.—Canadian Explorer, Jan. 6; Canadian Planter, Jan. 20—both C.G.M.M.; Ariano, Jan. 18; Incemore, Jan. 21—both Furness, Withy; Antonia, Jan. 9; Alaunia, Jan. 23—both Cunard Line.

To MANCHESTER.—Manchester Regiment, Jan. 16; Manchester Brigade, Jan. 30—both Furness, Withy.

To ST. JOHN'S, Nfld.—Nova Scotia, Jan. 21; Newfoundland, Jan. 31—both Furness, Withy; Silvia, Jan. 10 Jan. 24; Nerissa, Jan. 17, Jan. 31—both Red Cross Line; Farnorth, Jan. 14, Sambro, Jan. 6—both Farquhar SS.

To ST. PIERRE-MIQUELON.—Pro Patria, French Mail SS., Jan. 17, Jan. 31.

To BERMUDA, BAHAMAS, JAMAICA AND BRITISH HONDURAS.—Canadian Forester, C.G.M.M., Jan. 21.

To ST. KITTS, ANTIGUA, BARBADOS, TRINIDAD AND DEMERARA.—Canadian Squatter (calls at Guadeloupe), Jan. 6; Canadian Otter, Jan. 20—both C.G.M.M.

To BERMUDA, ST. KITTS, NEVIS, ANTIGUA, MONTSEERRAT, DOMINICA, ST. LUCIA, BARBADOS, ST. VINCENT, GRENADA, TRINIDAD AND DEMERARA.—Canadian Carrier, Jan. 13; Canadian Pathfinder, Jan. 27—all C.G.M.M.; Invernina, Jan. 5; Adolf Bratt, Jan. 19—both Pickford & Black; Terne, Ocean Dominion SS., Jan. 7.

To NEW ZEALAND PORTS.—Canadian Highlander, C.G.M.M., Jan. 25.

To AUSTRALIAN PORTS.—Canadian Cruiser, C.G.M.M., Jan. 14.

To SANTIAGO (CUBA) AND KINGSTON (JAMAICA).—Andalusia, Jan. 11; Caledonia, Jan. 25—both Pickford & Black.

From Vancouver

To YOKOHAMA, KOBE, NAGASAKI, SHANGHAI, HONG KONG AND MANILA.—Empress of Russia, Canadian Pacific, Feb. 4.

To YOKOHAMA, KOBE, MIKE AND HONG KONG.—Talthybius, Blue Funnel, Jan. 10.

To YOKOHAMA, KOBE AND DAIREN.—London Maru, Osaka Shosen Kaisha, Jan. 17.

To HONOLULU, SUVA, AUCKLAND AND SYDNEY.—Aorangi, Canadian-Australasian Service, Jan. 11.

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To HAVRE, ANTWERP AND BORDEAUX.—Arizona, Jan. 17; La Marseillaise, Feb. 3—both Cie. Gle. Transatlantique.

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To LONDON, HAMBURG, ROTTERDAM AND ANTWERP.—Kinderdyk, Jan. 3; Grootendyk, Jan. 24—both North Pacific Coast Line.

To TRINIDAD, BARBADOS AND GUADELOUPE.—Erik Frisell, Canadian Transport Co., Jan. 12.

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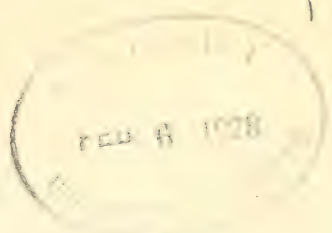
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